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The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

SEPTEMBER 17 1955



For Confidence

. . . and High Quality

To Manufacturers . . .
No inquiry too "tall."

To Retailers . . .
No order too small.

Burgoynes give the same meticulous attention to everything within their scope.
We are actual large scale manufacturers of many important pharmaceuticals, galenicals and fine chemicals. Extremely favourable bulk rates can be quoted on contract, and the professional man can be assured of economic prices for dispensing quantities.

You can rely on . . .

BURGOYNE BURBIDGES
Established 1741. & COMPANY LIMITED, **LONDON, E.6**

TRADE B&B & Co. MARK

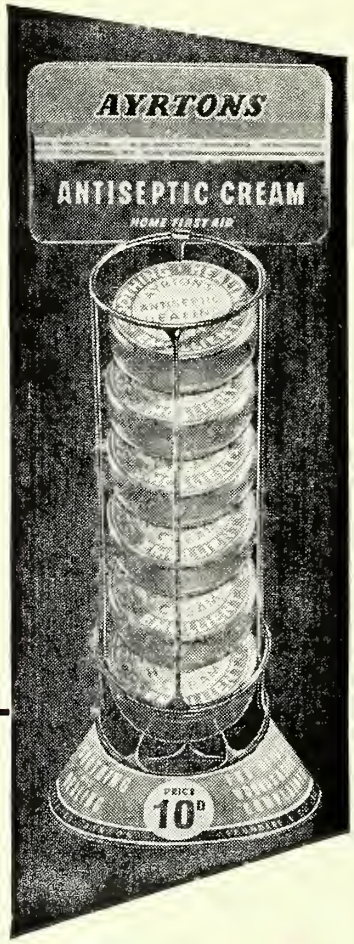
ANTISEPTIC CREAM

The Famous "Pink Ointment"

Ayrton's Antiseptic Cream has been among the most popular family ointments for generations.
The chromium plated Dispenser is supplied, on request, with orders for 6 dozen or more medium size tins.

Medium tins **5**/- per doz. Retail : **10d.**
(Plus 25% P.T.)

Large tins **9**/**3d.** per doz. Retail : **1**/**6d.**
(Plus 25% P.T.)



now also available in

Non-greasy form





The well established healing properties, the characteristic pink colour and other essential properties of the original Antiseptic Cream are retained in the new Non-Greasy formula. The new Antiseptic Cream is ideal when a non-greasy dressing is desirable.

Display outers of 1 doz. cartoned tubes.
Tubes : **11**/- per doz. (Plus 25% P.T.). Retail : **1**/**9d.**

AYRTON SAUNDERS

& CO. LTD
HANOVER STREET · LIVERPOOL
Telephone Royal 8282



new Amami lotion shampoo

the shampoo that will KEEP ON SELLING

Heavily advertised throughout the year

These compelling advertisements are appearing in the leading national newspapers and women's magazines. Total circulation 19,710,743. Estimated readership 33,632,000.

And this campaign will continue week in, week out all the year through!

The only single-lather shampoo to sell at 6d.

Help yourself to EXTRA PROFITS

DISPLAY new Amami lotion shampoo

It will sell ITSELF!



COUNTY LABORATORIES LIMITED
Honeypot Lane
Stanmore, Middlesex
Telephone :
WORdsworth 4321

A

Quinine

the natural antimalarial

Quinidine

including

Quinidine Gluconate

for injection

N.V. Amsterdamsche Chininefabriek, Amsterdam

N.V. Nederlandsche Kininefabriek, Maarssen

DISTRIBUTORS:

R. W. GREEFF & CO., LTD.

HEAD OFFICE

12 Finsbury Circus, London, E.C.2

London Wall 5241 Wires: GREEFF AVE, LONDON

and at

The Royal Exchange, Manchester

Blackfriars 9407-8 Wires: Greeff. Manchester



This quaint old 17th century French engraving shows us the main participants in an "enfantement".

Ergometrine with Rondase

for Intramuscular Injection by Midwives

Intramuscular injection of Ergometrine with Rondase at delivery enables the midwife, who is not permitted to give an intravenous injection, to make full use of this valuable drug at childbirth.

In practice, injection of Ergometrine with Rondase by the intramuscular route should prove to be equally as effective as intravenous injection of Ergometrine alone.

PRESENTATION: Dual pack containing—
1 ml. ampoule Injection of Ergometrine Maleate B.P. 0.5 mg.
1 vial. Rondase (hyaluronidase-Evans) 1.0 mg.

EVANS MEDICAL

FURTHER INFORMATION ON REQUEST FROM MEDICAL INFORMATION DEPARTMENT
EVANS MEDICAL SUPPLIES LTD., SPEKE, LIVERPOOL 19

672



A REMINDER

Now is the time to remind your customers about ESOBACTULIN—if they are to remain free from colds this winter.

DISPLAY NOW AND GET RESULTS

Retail Price 7/10½d. inc. P. Tax.

33⅓% Discount plus Bonus 13 to the dozen.

Supplied through your usual Wholesaler.

SOUTHON LABORATORIES LTD.

84-88, UPPER RICHMOND ROAD, LONDON, S.W.15

DISTRIBUTING AGENT WANTED

by Commonwealth Manufacturer now in London. Must have good connections in the Chemist, Druggist and preferably also in the Hardware Trades, and be prepared to devote energy and time to the marketing of a good product offered at a competitive price. Possibility of a large turnover. Liberal commission and long-term contract. Reply to Box C 9129.

The known name is the selling name...

Quality, combined with a long established and widely known name, gives that great selling feature—*reputation.*
Dr. Page-Barker's Scurf & Dandruff Lotion has the sort of reputation that sells steadily and will go on selling.

A Page-Barker showcard (sent FREE on request) will ensure that the customer *knows* that you stock this tried and trusted product.



THOS. CHRISTY & CO. LTD. North Lane, Aldershot, Hants.

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Please send for details and quotations to

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GLAXO LABORATORIES LTD.,
GREENFORD, MIDDLESEX, ENGLAND
BYRon 3434

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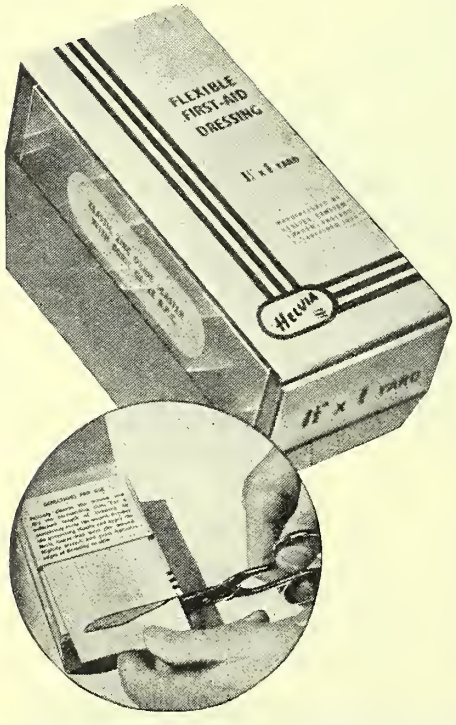
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A BETTER DRESSING IN A BETTER PACK!



HELVIA
REGD. TRADE MARK

FLEXIBLE FIRST-AID DRESSING

Arrange through your WHOLESALER to stock and display HELVIA Flexible Dressing available in this attractive pack. More compact . . . more convenient . . . more hygienic . . . it's the last word in modern first-aid dressing.

Made up in continuous lengths of 1 yard—1½, 2½, and 3 inches wide.

Ideal for home, sport, motoring and all occasions when a small pack is required.

Sold only through leading Chemists

LESLIES LTD, WALTHAMSTOW, LONDON, E.17 ***Established 1823***



d.d.s sulphone

(4,4' diamino-diphenyl sulphone)
Dapsone B. P. C.

grade | technical
crystallized
microcrystallized

U C A F

6, RUE MONSIEUR - PARIS 7e - TÉL. : SÉG. 71-33

ROUSSEL LABORATORIES

847, Harrow Road LONDON - N. W. 10 - Telephone : Ladbroke 3608

U.6.A

LÉON ULLMANN - PARIS



COX

for counter sales that keep custom

Available in **10** attractive packaging styles including the Chemist's 'Own Brand' series.

ARTHUR H. COX & CO. LTD.
Manufacturing Chemists since 1839
BRIGHTON ENGLAND.

LOOK! ONE HAND 5 SECONDS - NO FLIES





Just touch the top and instantly a death mist to flying insects. Harmless to all else. 5 seconds clears a room. No pumping, no waiting. The Tempo Aerosol pack is self-pressurised. See also the full range of other Tempo Aerosols for twentieth century speed and efficiency.

TEMPO

AEROSOL FLY KILLER

Write for Trade Terms and Details. **Tempo Aluminium Ltd., 46 Pembridge Road, London, W.11.** *Made in England*

AND MORE →

Swift-using
Swift-acting
Swift-selling
Aerosols.

★ ★ ★

TEMPO AEROSOL **AIR SANITIZER**

instantly ends bad odours, cooking smells and tobacco 'fug.' Freshens delightfully.



TEMPO AEROSOL **MOTH PROOFER**

At last! Real safety from moth damage. Harmless to fabrics. Ideal for furs.



TEMPO AEROSOL **INSECT KILLER**

Specially for crawling insects, ends ants, spiders, cockroaches, beetles etc., where they lurk.

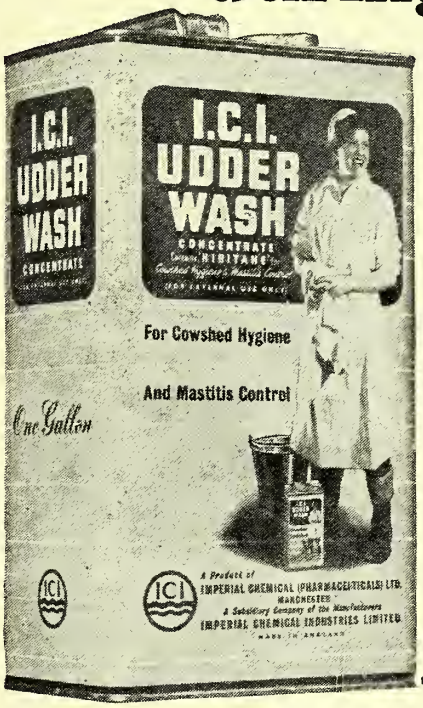


WATCH FOR TEMPO AEROSOL SPOT REMOVER

Manufactured by **TEMPO — THE PRESSURE COOKER PEOPLE**

A NEW I.C.I. DISCOVERY–

For hygienic control during mastitis outbreaks



When mastitis appears in his herd, the dairy farmer's most important task is to back up his veterinary surgeon, by observing the strictest hygienic precautions in the cowshed. For a vital part of mastitis control is to safeguard healthy stock against the spread of infection.

I.C.I. UDDER WASH is unquestionably *the* product to advise the farmer to use for this essential preventive control. Why?

Because I.C.I. Udder Wash contains '*Hibitane*', the revolutionary new antibacterial drug discovered and developed in the I.C.I. research laboratories.

TESTED For the last three years, '*Hibitane*' has been subjected to large-scale trials by Ministry of Agriculture veterinary workers, in herds chronically affected with streptococcal mastitis.

AND PROVED Every "test" herd had a history of persistent mastitis, yet in all cases '*Hibitane*' successfully prevented the spread of infection. Whenever, in the course of these experiments, '*Hibitane*' was discontinued, or replaced by other antiseptics, INFECTION SPREAD FREELY.

I.C.I. Udder Wash has been created to do one particular job with maximum efficiency. Extensive laboratory experiments, field research, and farm tests have shown that it is the finest antiseptic preparation available for this purpose. It is powerful and safe, and special "user" trials have shown that it is non-irritant, and does not remove the natural fats from the skin.

STOCK AND RECOMMEND I.C.I. UDDER WASH CONCENTRATE (contains 'Hibitane')

THE product to advise the farmer to use, when contagious mastitis is present in his herd. *In* 1 *gallon cans, and* 1 *pint trial bottles.*

Backed by advertisements in the veterinary and farming press. Attractive showcards, and counter leaflets are freely available at all stockists.

Routine Prevention under Normal Conditions. After the outbreak has been controlled, and all "suspect" cows eliminated, routine prevention with the more economical 'CETAVLON' CONCENTRATE M.C. should be recommended.

IMPERIAL CHEMICAL (PHARMACEUTICALS) LIMITED, FULSHAW HALL, WILMSLOW, MANCHESTER.
Ph.B155T/A
A subsidiary company of Imperial Chemical Industries Limited.

ICI

B

It's new - it's baby's first pudding



Robsweet

Cereal-and-banana in powder form

First pudding for baby prepared in handy, hygienic powder form. Delicious real banana with cereal. That's Robsweet.

Robsweet is made in an instant—mixes smoothly with warm (boiled) milk. And because it's powder it will still keep fresh after the tin has been opened.

Extensive tests have shown that mothers will welcome this new idea—and babies and mothers alike will love the delicious banana flavour.

To make sure of a big welcome, and to tell mothers all about Robsweet we're advertising regularly in the RADIO TIMES.

Share the sales of this exciting new line — available through chemists. A 1½ oz. tin (enough for 3-10 helpings according to baby's age) sells for 1/6d. Robsweet is available through all chemist wholesalers. If you have any difficulty in getting supplies or show material (illustrated opposite) or would like a sample write to :—

Keen Robinson & Co. Ltd., Carrow Works, Norwich

stock and sell Robsweet

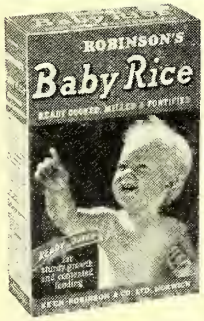
And here's news of our national campaign for Robsoup & Robsweet

Robinson's popular baby soup in powder form is selling well. Now, we shall be advertising Robsoup and Robsweet together—in a double campaign with a specially strong appeal (one advertisement, reduced, is illustrated here). Robsoup is made instantly with warm (boiled) water, to provide a nourishing first course. Robsweet follows naturally—helping the baby to get used to a regular two-course meal.



So look to your stocks of Robsoup, too—both Chicken and Bone & Vegetable varieties

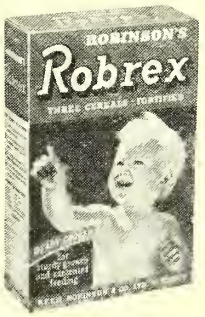
Steady sales–regular advertising for ready-cooked cereals



BABY RICE
New—and popular—real rice in 'cereal' form for weaning



GROATS
The original Robinson's Groats in modern form



ROBREX
Ready-Cooked 3-in-1 cereal: wheat, oats and barley

ROBINSON'S ready-cooked BABY FOODS

KEEN ROBINSON & CO LTD · CARROW WORKS · NORWICH

Another great U.S. line to be made in Britain



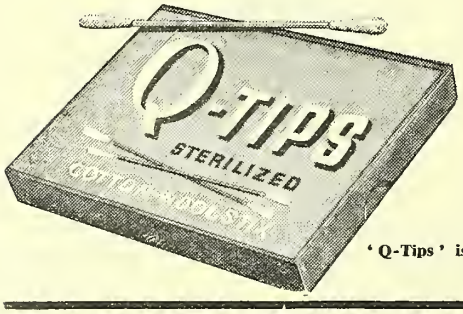
Every druggist in America knows that 'Q-Tips' are one of his really big and profitable lines.

Literally millions are sold every day. They are used in hundreds of hospitals and clinics, recommended by Doctors and Nurses all over the country and countless mothers bless the day they were invented 30 years ago.

Now 'Q-Tips' are being launched on the British market with a bright and vigorous advertising campaign of which this whole page in the Daily Sketch on September 27th is only one example.

Other media include:

DAILY MIRROR	WOMAN
WOMAN'S OWN	HOME CHAT
„ COMPANION	„ NOTES
„ WEEKLY	GOOD HOUSEKEEPING
„ WORLD	MOTHER
NURSING MIRROR	WOMAN & HOME
NURSERY WORLD	MOTHER & HOME
WIFE & HOME	WELDON'S JOURNAL
HOUSEWIFE	etc., etc.



WHAT 'Q-TIPS' ARE

'Q-Tips' are simply beautifully smooth, little wooden sticks with swabs of the finest cotton-wool at each end, so firmly fixed that they cannot come off in use. They are scientifically sterilized and carefully sealed in cellulose film before they leave the factory.

Mothers and Nurses find them wonderful for cleaning baby's nose, ears and eyes and many other purposes.

Make sure you are ready with stocks before Sept. 27

The introductory packet containing 18 double tipped 'Q-Tips' (36 swabs) costs 1/- less 33⅓%. There is no Purchase Tax. Trade orders should be addressed to:

S MAW SON AND SONS LIMITED
BARNET HERTS

'Q-Tips' is a Registered Trade Mark of Q-Tips (Gt. Britain), Ltd., Ajax Works, Hertford Road, Barking, Essex.



Richard Daniel & Son LTD

for

PACKED GOODS

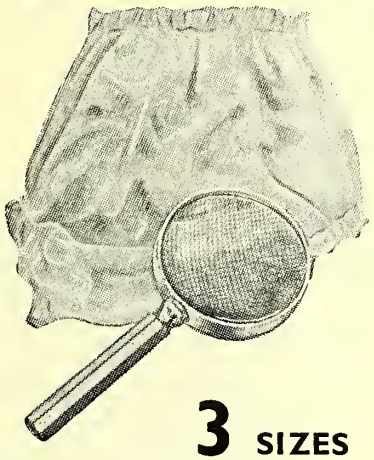
Attractively labelled and presented

•

PRICE LIST ON APPLICATION

Mansfield Road
Derby Tel.: 48266 (4 lines)
Also at ASHTON-u-LYNE Tel.: 2816 (3 lines)

ERICA .. now introduce BABY PANTS that B·R·E·A·T·H·E



Representing Hygiene's newest development, the plastic material now used incorporates thousands of well-nigh invisible "pores" permitting the passage of air which in turn promotes a cooling action yet at the same time retaining moisture.

★ ACID-RESISTANT! ★ NON-TOXIC!
★ WATERPROOF & BOILABLE!
★ A GUARANTEE AGAINST NAPPY RASH!

3 SIZES
Medium, Large, Extra Large

WISE MOTHERS INSIST ON ERICA!

Obtainable from your usual wholesaler

ERICA PRODUCTS LTD., 37 FAIRFAX ROAD, LONDON, N.W.6
Tel: Maida Vale 2931

RETAIL CHEMISTS PLEASE NOTE!

only 14 days left to take advantage of the BIG PROFIT EXTRAS on MOORLAND ANTACID INDIGESTION TABLETS and PENETROL BRAND PRODUCTS

EXTRA

A BONUS offer of one FREE packet with every dozen packets of MOORLANDS and PENETROL ordered for delivery up to 30th Sept. You can order either MOORLANDS or PENETROL or both.

EXTRA

Profit margin increased with the NEW Retail Prices now in operation. Remember! This is the time to order your Winter stocks of PENETROL Brands at terms which favour you. These *Profit Extras* are only applicable to RETAIL CHEMISTS.

MOORLAND ANTACID INDIGESTION TABLETS

	New Retail Price	*Wholesale Price*
40's	1/2	8/4 dozen
80's	2/2	15/10 „

Quantity Prices are as follows

6 dozen	1/2 @ 7/10		12 dozen	1/2 @ 7/7	
6 „	2/2 @ 14/10		12 „	2/2 @ 14/4	
2 dozen	1/2 @ 8/-	and a minimum order of	2 dozen	2/2 @	15/4
6 „	1/2 @ 7/10	„	2 „	2/2 @	14/10
6 „	2/2 @ 14/10	„	3 „	1/2 @	7/10
12 „	1/2 @ 7/7	„	4 „	2/2 @	14/4
12 „	2/2 @ 14/4	„	6 „	1/2 @	7/7

Purchase Tax payable on Standard 1 doz. rate @ 25%

PENETROL TRADE TERMS

	New Retail Price	*Wholesale Price*	
PENETROL BRAND INHALANT small size	2/9	20/- doz.	3 doz. @ 19/3
PENETROL BRAND INHALANT large size	4/3	34/- doz.	3 doz. @ 32/6
PENETROL BRAND INHALERS	1/11	13/3 doz.	3 doz. @ 12/9
PENETROL BRAND DROPS	1/11	13/9 doz.	3 doz. @ 12/9
PENETROL BRAND TABLETS 15's	1/6	11/- doz.	3 doz. @ 10/10
PENETROL BRAND TABLETS 50's	3/10	26/- doz.	— —
PENETROL PASTILLES	1/10	13/- doz.	3 doz. @ 12/9
PENETROL QUICK RUB	1/7	11/3 doz.	3 doz. @ 10/10

3 dozen assorted @ 3 dozen rates where applicable
Purchase Tax payable on Standard 1 doz. rate @ 25%
Carriage paid on orders of £2 and over. All cases free.

Supported by INTENSIVE ADVERTISING in Periodicals, National and Provincial Newspapers.



Listen to
Moorland Memories by Candleglow
featuring
WALLY PETERSON
on
RADIO LUXEMBOURG
Every Saturday night from 10.00 to 10.15

W. B. CARTWRIGHT LTD
Manufacturing Chemists Rawdon, Leeds

SCOTT & BOWNE LTD

ANNOUNCE

that with effect from 19th SEPTEMBER 1955, they have been appointed sole distributors to the CHEMIST TRADE for

DETHMOR

WARFARIN

MANUFACTURED BY C. F. GERHARDT LTD

You will receive details by post of a SPECIAL BONUS OFFER. Dethmor—*the* original Warfarin discovery—is the greatest selling speciality product for rats and mice, and your sales are supported by National Advertising in the Sunday Press, all leading Farming Journals, Weekly Periodicals, Radio Times, etc.

In decorated tins 1 lb.—13/6, 7 lb.—73/6. Trial size 4/-

SEND NOW TO

SCOTT & BOWNE LTD · 50 UPPER BROOK STREET · LONDON W1

This advertisement will **SELL**

"SOLORO"

YES! This advertisement, and MILLIONS like it, will sell, and sell, and SELL *for YOU!*

From October throughout the autumn and winter, this and similar 'copy', with its strong family appeal, will appear in publications read, and studied by the family, up and down the country.

Amongst them are:—

- **THE FAMILY DOCTOR**
- **WOMAN & HOME**
- **MOTHER & CHILD**
- **WIFE & HOME**
- **HOUSEWIFE**
- **MOTHER & HOME**
- **MOTHER**
- **PARENTS**
- **THE BABY BOOK**
- **And THE GOOD HOUSE-KEEPING PICTORIAL FAMILY DOCTOR**



Remember, **"SOLORO"** *is "C.F."*

Only chemists will benefit from this hard-hitting advertising.

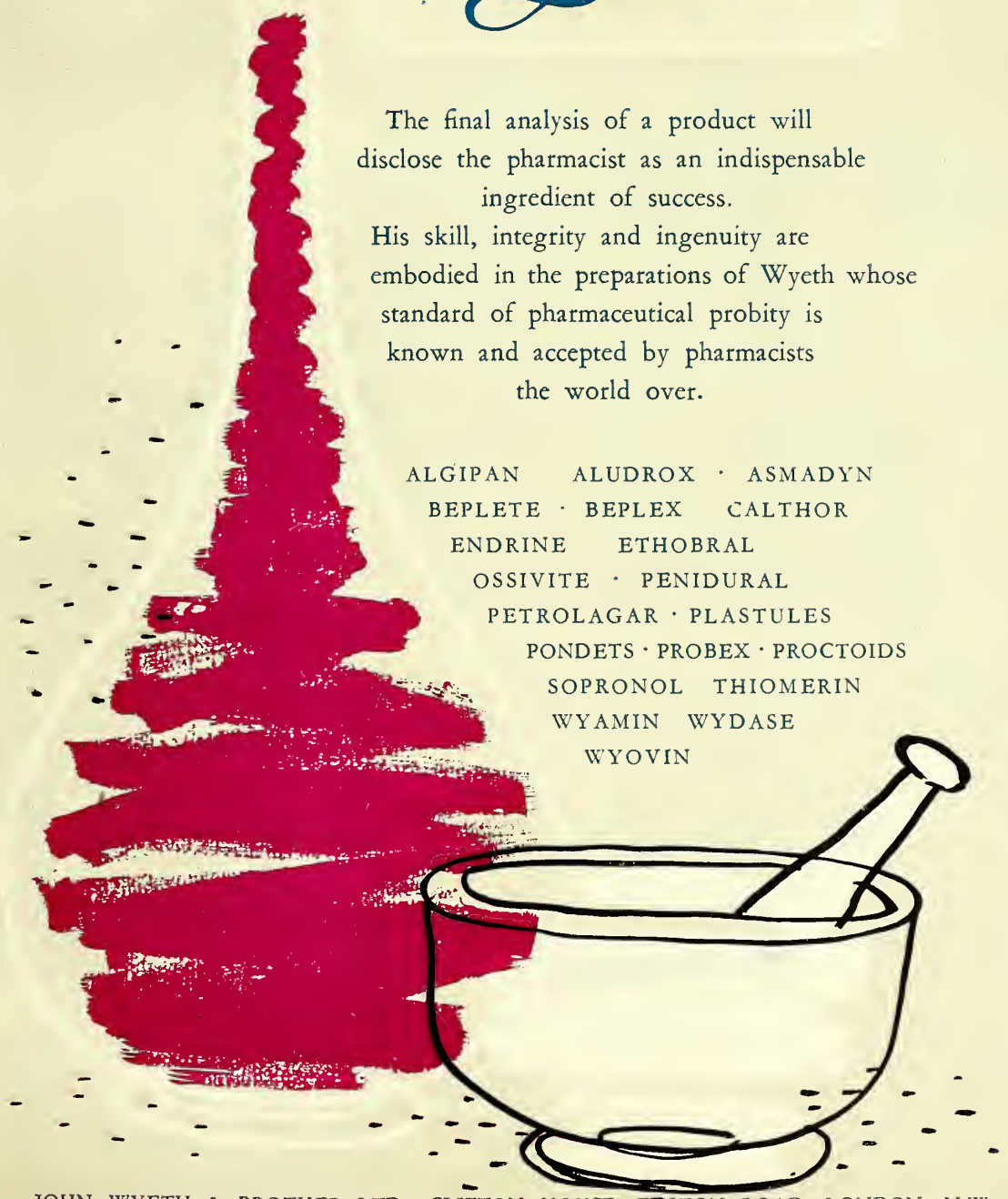
write for details of DISPLAY BONUS OFFER

SOLO ORCHARDS LIMITED, TOTTERIDGE LANE, LONDON, N.20. Telephone: HILlside 6641-2-3

Wyeth

The final analysis of a product will disclose the pharmacist as an indispensable ingredient of success.
His skill, integrity and ingenuity are embodied in the preparations of Wyeth whose standard of pharmaceutical probity is known and accepted by pharmacists the world over.

ALGIPAN ALUDROX · ASMADYN
BEPLETE · BEPLEX CALTHOR
ENDRINE ETHOBRAL
OSSIVITE · PENIDURAL
PETROLAGAR · PLASTULES
PONDETS · PROBEX · PROCTOIDS
SOPRONOL THIOMERIN
WYAMIN WYDASE
WYOVIN



JOHN WYETH & BROTHER LTD., CLIFTON HOUSE, EUSTON ROAD, LONDON, N.W.1



75%

clear profit

is not to be sneezed at!

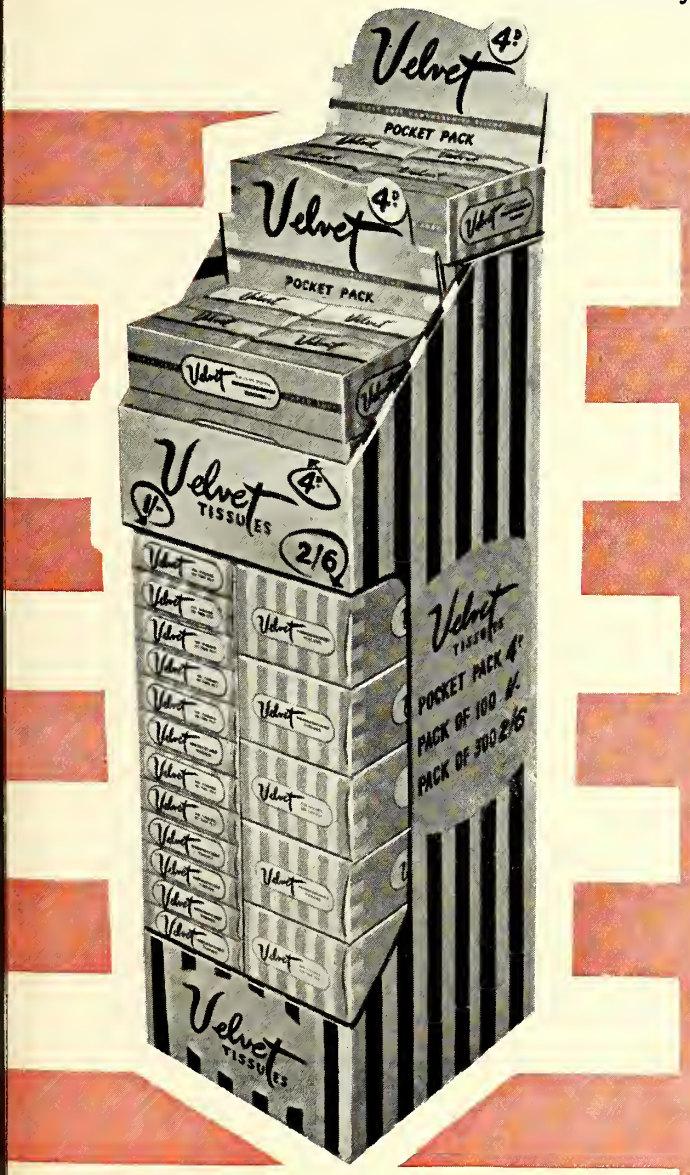
VELVET CREPE PAPER CO. LTD., ALPERTON, MIDDLESEX

Velvet

SPECIAL BONUS OFFER

This new VELVET tissue dispenser puts these extra soft tissues on show where they practically sell themselves. It comes ready stocked and requires no assembling. And it only takes up 10" x 10" on your floor. Just unpack it and put it out on display.

To introduce the new dispenser, Velvet are making a Special Bonus Offer. *This brings you over 75% clear profit!* The offer is valid until November 1st. You can't afford to be without your Velvet dispenser—**so use this coupon now.**



PHONE: WEMBLEY 8981/5

Velvet

SPECIAL BONUS OFFER

TO: VELVET CREPE PAPER CO. LTD., ALPERTON, MIDDLESEX — TELEPHONE: WEMBLEY 8981/5

Please supply me with one of your new VELVET tissue dispensers containing:

18 packets of 100 tissues (retail 1/- per pkt.)
6 packets of 300 tissues (retail 2/6 per pkt.)
5 pocket pack display cartons each containing 12 pocket packs (retail 4d. each pack)
Total retail value 53/-

This is to be supplied for 30/- which means I will make more than 75% clear profit. *I certify that this is my only application for this VELVET Special Bonus Offer.*

Name & Address .....

.....

.....

Name & Address of Usual Wholesaler .....

.....

.....

.....

OFFER CLOSES NOVEMBER 1st

Why you should Sell

WANDER
BRAND

MALT & COD LIVER OIL

BECAUSE of its unsurpassed quality and its ready acceptance by the public, Wander Brand Malt Extract and Cod Liver Oil is a product which the pharmacist can recommend with full confidence, and in his own best interests.

Wander Brand Malt Extract and Cod Liver Oil is outstanding in its field and its pharmaceutical excellence is recognized by physicians. The Cod Liver Oil used is the best obtainable and the Malt Extract is specially prepared by A. Wander Ltd., who are leading authorities on its manufacture.

With its attractive appearance and toffee-like flavour, Wander Brand Malt Extract and Cod Liver oil is thoroughly enjoyed by children and adults.

		1 doz.	4 doz.*	12 doz.*
Trade Prices:	1 lb. jars	**21/6**	**21/3**	**21/-**
	2 lb. jars	**41/-**	**40/6**	**40/-**

**1lb. jars or the equivalent.*

Retail Prices:—1 lb. jars **2/6**; 2 lb. jars **4/9**

Exempt from Purchase Tax.

IMPORTANT:—Compare these prices with those of other proprietary brands.

NOTE—Also supplied, if required, with artistic labels bearing your own name.

Attractive showcards available.

For further details write to:

A. WANDER LTD., 42 UPPER GROSVENOR STREET, GROSVENOR SQUARE, LONDON W.1

On the P.A.T.A.

T. 20

NOW KLEENEX ADDS TV TO NATIONAL ADVERTISING

23 SEPT

Kleenex opens winter advertising on TV



Britain's newest, most powerful way of selling . . . a method that's been staggeringly successful in America . . . will be used by Kleenex to its fullest, right from the start, to help increase your Kleenex* Tissue sales.
On September 23, twenty-four hours after the opening of Britain's first commercial station, Kleenex TV advertising will be going out to hundreds of thousands of viewers in the London and Home Counties area.
All through October, November, December, January, February, March and April, Kleenex will be " popping up " on your customers' TV screens.
And Kleenex TV advertising in Birmingham and Manchester areas begins as soon as Commercial TV services are extended there !
All this on top of a bigger-than-ever national press and magazine advertising programme means big things for you this winter !

FOLLOWED
27 SEPT **by a half-page Kleenex advertisement in the Daily Mirror reaching 11 million readers !**

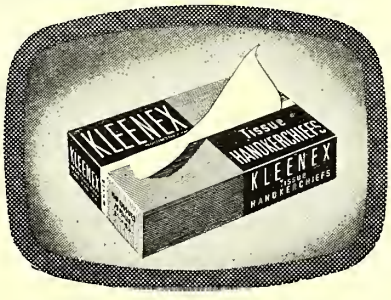
Opening salvo of the Kleenex winter press campaign is a *Daily Mirror* half-page featuring the new Kleenex Pocket-Pack—to be followed throughout the winter by hundreds of thousands of advertisements appearing regularly in over two dozen newspapers and magazines, giving you strong advertising support *wherever your business is situated.*

FORECAST: Kleenex sales will treble this winter!

Don't risk losing a single sale—

ORDER EXTRA STOCKS NOW

Winter and Summer Kleenex outsells all other brands combined



MADE IN ENGLAND—CELLUCOTTON PRODUCTS LTD.—LONDON. *Regd. T.M.

D

It's open season for Sanatogen all the year round!



"NERVES" are not a seasonal complaint. Worry, depression, irritability and lack of energy are every-day complaints, and that means sales EVERY day for Sanatogen—the tonic that leads the field. And remember, once a customer has tried Sanatogen, repeat sales are guaranteed. 50 years' experience has proved it.

HARD-HITTING ADVERTISING, WEEK AFTER WEEK, pre-sells Sanatogen to your customers before they even set foot inside your door. Here are just *some* of the top-flight newspapers and magazines which are featuring Sanatogen throughout the year.

NEWSPAPERS

DAILY EXPRESS	MANCHESTER GUARDIAN	SUNDAY DISPATCH
DAILY MAIL	NEWS OF THE WORLD	SUNDAY GRAPHIC
DAILY TELEGRAPH	PEOPLE	SUNDAY TIMES
DAILY SKETCH	OBSERVER	SUNDAY EXPRESS
EVENING STANDARD	REYNOLD'S NEWS	STAR
EVENING NEWS	SUNDAY CHRONICLE	THE TIMES

plus—over 60 PROVINCIAL NEWSPAPERS

MAGAZINES

EVERYWOMAN	HOUSEWIFE	READER'S DIGEST
EVERYBODY'S	ILLUSTRATED	T.V. MIRROR
FAMILY DOCTOR	MODERN WOMAN	WOMAN'S JOURNAL
GOOD HOUSEKEEPING	PUNCH	WOMAN
GOOD TASTE	PEOPLE'S FRIEND	WOMAN'S OWN
HOMES AND GARDENS	PICTURE POST	WOMAN'S WEEKLY



HELP *YOURSELF* TO UNLIMITED SALES!

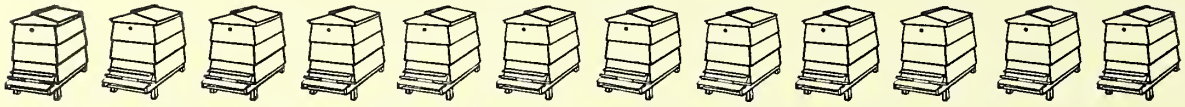
Advertising has done the groundwork, now it's up to you to *remind* customers to buy. Stock up with Sanatogen, fill your shelves and windows. Keep Sanatogen on your counter always. It takes so little effort to make such BIG profits all-year-round!

Sanatogen

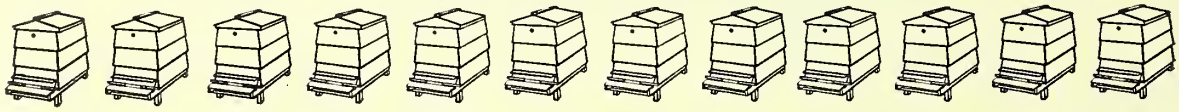
STRENGTHENS YOUR NERVES

The word 'Sanatogen' is a registered trade mark of Genatosan Limited, Loughborough, Leics.

KIMPTONS



—the *one* name for



New Zealand Honey



Branded honey, unblended honey, from mild clover to the darker strong Manuka, colour-graded from pure white to deepest amber—all grades of honey come from New Zealand *direct to KIMPTONS*, Sole Agents in Europe for New Zealand honey. For over half a century KIMPTONS have been *the* name for honey. To-day, KIMPTONS are the largest honey importers in the United Kingdom, importing honey from all over the world and distributing honey to packers and to leading manufacturers of foods and pharmaceutical products. KIMPTONS will be pleased to supply *you*.

KIMPTON BROS. (RED CARNATION) LTD.

TELEPHONE : ROYAL 5544

KIMPTON BROS. LTD ESTABLISHED 1882

110 FENCHURCH STREET, LONDON, E.C.3

TELEGRAMS : KIMBROS, FEN, LONDON

ASSOCIATED MEMBERS OF THE BRITISH FOOD MANUFACTURING INDUSTRIES RESEARCHORGANISATION



When every minute counts...

When infection has gained a hold and the patient's resistance is ebbing, the physician must battle not only with bacteria but against the clock as well. Then it is that ACHROMYCIN tetracycline *by injection* plays a life-saving role. Immediately, the antibiotic pervades the blood and tissues—promptly and powerfully counter-attacking the invading organisms. No other antibiotic strikes more decisively against a broader range of bacteria . . . no other antibiotic shows a greater margin of safety. ACHROMYCIN is available for intramuscular and intravenous injection. In both forms, it is remarkably well tolerated.

ACHROMYCIN Intramuscular:
Vials of 100 mg.

ACHROMYCIN Intravenous:
Vials of 100 mg., 250 mg. and 500 mg.

ACHROMYCIN
a true broad-spectrum antibiotic

ACHROMYCIN*

*Regd. Trade Mark

TETRACYCLINE

Also available as : CAPSULES · TABLETS · PEDIATRIC DROPS · ORAL SUSPENSION · EAR SOLUTION · OINTMENT . OPHTHALMIC OINTMENT · SOLUBLE TABLETS · SPERSOIDS† Dispersible Powder

†Trade Mark

Lederle

LEDERLE LABORATORIES DIVISION
Cyanamid Products Ltd. BUSH HOUSE • ALDWYCH • LONDON • W.C.2. TEMPLE BAR 5411



The only
Cosmetic "FIRST NIGHTER"

You might have known it. Coty get there first. They always do. When it's anything to help you move more goods off the shelves you can rely on Coty *backing your sales efforts!* All the time! With original compelling ideas. With dynamic campaigns.

Now **TO ALL THEIR OTHER GREAT ADVERTISING**

COTY ADD THIS POWERFUL NEW MEDIUM

September 22ND

Between 10-0 and 11-0 p.m.

Commercial TV's

eagerly awaited 'First Night'

your first great sales-making commercial

FOR COTY *Cream Powder*

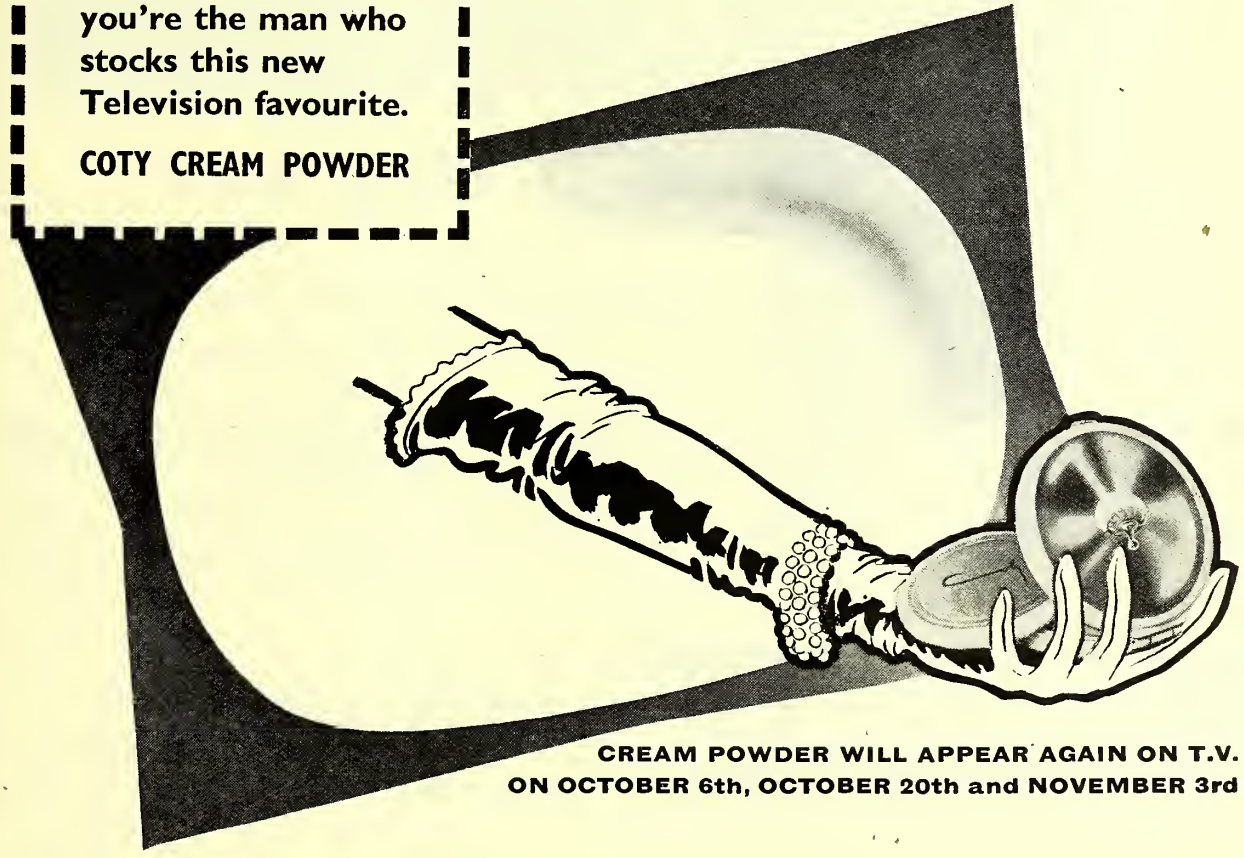
comes on the air

Have your windows dressed with Coty Cream Powder.

Have your showcards on your counter.

Let the world know you're the man who stocks this new Television favourite.

COTY CREAM POWDER



CREAM POWDER WILL APPEAR AGAIN ON T.V.
ON OCTOBER 6th, OCTOBER 20th and NOVEMBER 3rd



the finishing touch

The finest lacquer and easy to use . . . at a price within easy reach of all

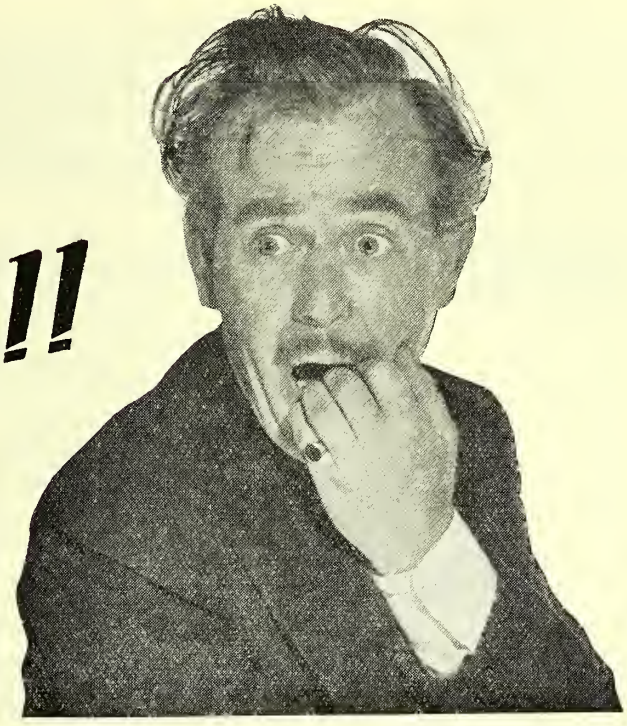
RETAIL 3/6 REFILLS 2/3 each

JAMES HARDCASTLE & Co. 432 Edgware Rd., W.2

Suppliers for Greater London Area, or direct from Rosedale Products Ltd. When ordering direct, please name usual wholesaler.

ROSEDALE PRODUCTS LIMITED

ROSEDALE WORKS, BIRKBECK ROAD, DALSTON, E.8



Stocks!!

it's time to order

CROOKES

HALIBUT OIL *again!*

Time certainly does NOT stand still . . . before you can say "coughs and colds" . . . winter is just around the corner and it's time to order your stocks of CROOKES HALIBUT OIL. More and MORE of your customers will be relying on Crookes Halibut Oil to help build up their resistance against winter 'ills and chills' . . . make sure you are ready to meet the big demand. Powerful national advertising will be backing your sales . . . and the usual generous bonus terms will be operating. Don't be caught with an empty store-room . . . send in your orders *NOW!*

Bonus terms are being mailed to you!

CROOKES HALIBUT OIL

THE CROOKES LABORATORIES LIMITED · PARK ROYAL · LONDON · N.W.10

E

Rexall

A NAME YOUR CUSTOMERS CAN TRUST!

Let's face it, a good name is probably the most potent aid to pharmaceutical sales there is. That is why Rexall products are backed by big national advertising. But this alone could not possibly account for such rapidly rising sales.
Probably the most powerful reason for the success of Rexall is simple word-of-mouth recommendation from ordinary men in the street. By these quietly spoken testimonials — from friend to friend, from parent to child — the sales and reputation of Rexall have grown and grown. Remember, Rexall is a name that your customers know and trust.

BISMA-REX A quick-acting, pleasant-tasting antacid with a long-lasting effect. Obtainable in Tablet, Powder or Gel form.

PLENAMINS Multi-vitamin capsules containing 11 vitamins plus the all-important Red Vitamin B_{12}, Folic Acid, Liver Concentrate and Iron.

JUNIOR PLENAMINS Plenamins specially formulated for children.

BREWERS' YEAST TABLETS A rich, natural source of Vitamin B_1 and B_2 for loss of bodily vigour, lack of appetite and a generally run-down constitution. It is also available in flake form.

TINY-TOT ASPIRIN Soluble aspirin specially prepared at modified strength (1¼ gr.) in pleasant, easy-to-take raspberry flavoured form. Suitable for children from 1 to 14. Other Tiny-Tot Products: Baby Soap, Baby Oil, Cough Mixture, Gripe Mixture, Baby Bibs and Nursery Wool.

LIQUID CHEST RUB A **non-greasy** and **non-staining** preparation for the relief of local surface congestion, minor bronchial irritations and accompanying coughs. It eases muscular soreness of the chest and can be used either as a chest rub or as an inhalant.

TRANQUILEX Harmless and non-habit-forming tablets for calming the nerves and physical symptoms associated with tension.

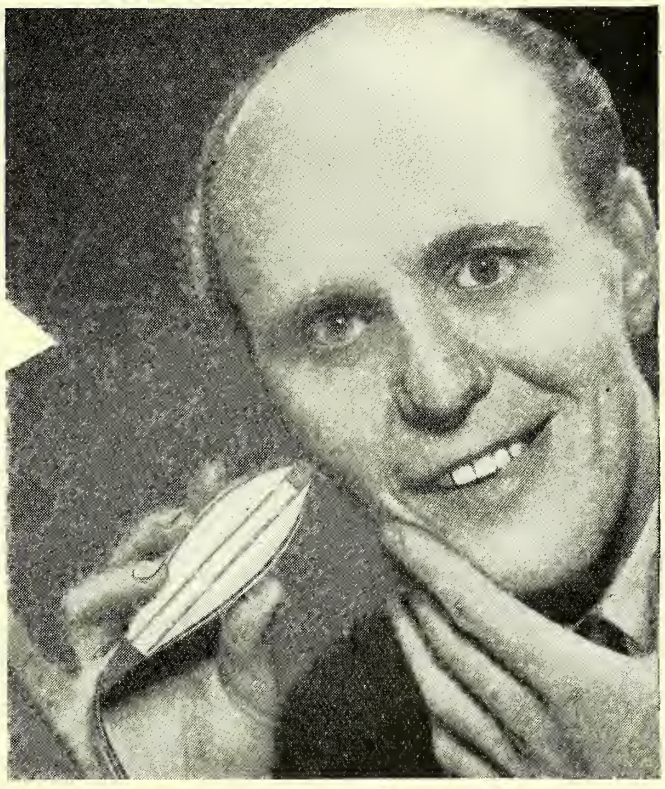
NATIONAL PHARMACY EXHIBITION
Sept. 19 - 22
Call at Stand No. 20A

You can depend on any product bearing the name Rexall

REXALL DRUG CO. LTD., LOUGHBOROUGH, LEICESTERSHIRE

It's just your line too!

This is one of the 1955 Arvin advertisements, showing David Nixon, famous and popular T.V. star, using his Arvin Consort.

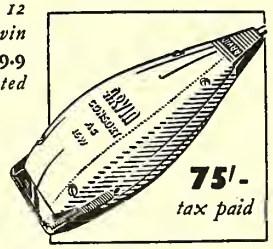


"Just my line"

says DAVID NIXON *famous T.V. Star*

" Perhaps it's because I'm fond of vanishing tricks that I like the Arvin Shaver. It certainly makes my whiskers do the disappearing act. I just plug in and in a minute or so I get a close, smooth refreshing shave, and a comfortable feeling of being well groomed."

The Arvin Consort is a high quality electric shaver at a specially low price, made possible by well-planned manufacturing technique. Self-aligning shears and self-sharpening cutting head. A.C. only. 12 months guarantee. Only **75/-**. *Other Arvin models: De Luxe,* **£5.5.5**. *Arvin '33',* **£8.19.9** *in real hide case Send for free illustrated leaflet SD6*



75/- *tax paid*

ARVIN
ELECTRIC SHAVERS

First—and still the foremost all British electric shaver

ARVIN ELECTRIC LIMITED, FERNBROOK AVENUE, SOUTHEND-ON-SEA

Here's the line that sells quickly and shows you a generous profit—the Arvin Consort Electric Shaver. It's the lowest priced nationally advertised electric shaver on the market today, retailing at 75/- including tax. Thousands of traders are making a good profit out of Arvin. Why not you? Nationally advertised—in the following newspapers and periodicals:

DAILY EXPRESS	REVEILLE
DAILY MAIL	WEEKEND MAIL
DAILY TELEGRAPH	TIT-BITS
PEOPLE	RADIO TIMES
SUNDAY EXPRESS	BOY'S OWN PAPER
SUNDAY DISPATCH	EAGLE
NEWS OF THE WORLD	

Leaflets and showcards supplied on request

ARVIN ELECTRIC LIMITED · FERNBROOK AVENUE · SOUTHEND-ON-SEA

Are you stocking THE BRUSHES THEY WILL SEE ON TV?

The fastest-selling brushes, combs and mirrors this Autumn and Winter will be Hughes, because the magic of T.V. is behind the product.

Programmes advertising Hughes Brushes on Commercial Television commence on October 8th



The designs are original and exciting as well as being ideal for their purpose.

The "Miranda" set represents the greatest advance in styling for the dressing table that this or any other country can show at present. The lovely pearlescent material of which it is made has a translucent beauty all its own.

To show some of their new lines to best advantage, Hughes Brushes have designed this striking stand, taking up only seven inches square of precious counter-space, yet displaying no less than six products.

SPECIAL DISPLAY OFFER

So that retailers may take advantage of this wonderful opportunity, Hughes Brushes Ltd. will supply:—

	Trade	Retail
Display stand ready for erection with one only each:	Free	
De Luxe Ladies' Hairbrush/Comb set (Nylon)	7/5	12/11
"Toddlers" Hairbrush/Comb set (Nylon)	4/4	7/6
"Charm" Ladies' Hairbrush (pure Bristle)	12/1	21/-
"Demure" Ladies' Hairbrush (Nylon)	4/10	8/6
"Dolphin" Nailbrush (Nylon)	2/10	5/-
"Dolphin" Bathbrush (Nylon)	6/7	11/6
"Miranda" Mirror	15/9	31/6
"Miranda" Hairbrush/Comb set (Nylon)	16/11	29/6
This parcel boxed for	£3.10.9	
P.T.	£1.1.1	

Order Now—brushes they will see on T.V.

HUGHES BRUSHES LIMITED · 240/2 BATH ROAD · SLOUGH · BUCKS



MIGRATION TIME is 'Kepler' time! When birds flock south, it's none too soon to think in terms of winter trade. Many mothers have already started building up their families' resistance to infection with protective, palatable 'Kepler'—thousands more will follow their example in the treacherous months ahead. Prudent pharmacists will therefore not delay in reviewing stocks of this steady winter seller. Order now—and plan a "'Kepler' corner" in your winter window display.

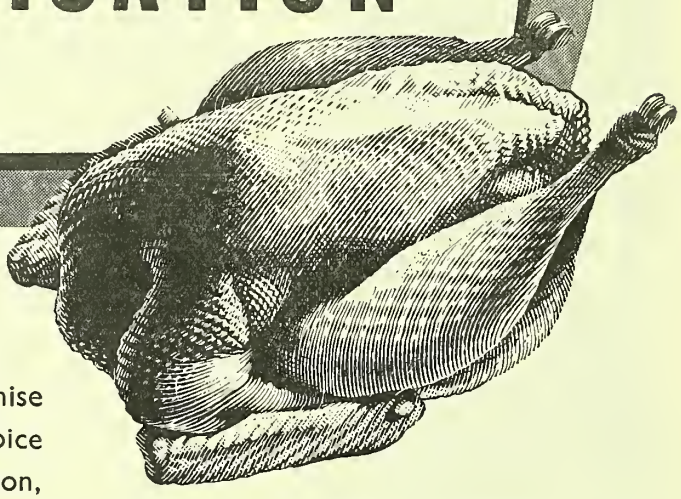
'KEPLER' BRAND COD LIVER OIL WITH MALT EXTRACT

Protects the bodies it builds

BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

F

a step forward in CAPONISATION



Poultry-keepers wishing to caponise cockerels have hitherto had choice of three methods: surgical castration, implantation of hexœstrol or implantation of stilbœstrol. Of these, the first is difficult and dangerous. The others, safe and simple though they are, have not proved ideal in practice; for, while hexœstrol gives the heavier birds and the more pronounced "feminisation", stilbœstrol gives the finer flesh.

Now comes a *new* caponising pellet—a pellet that *combines* hexœstrol and stilbœstrol (7·5 mgm. of each), so giving the advantages of both. Issued only after convincing trials, this new poultry-implant, marketed as 'Combestrol', has been found to stimulate as rapid gains in weight and to feminise male birds as fully as hexœstrol implanted by itself, yet at the same time to tenderise their flesh as amply as stilbœstrol used alone.

Poultry-keepers will want to try 'Combestrol'. When they see results, they never will go back to older caponising methods. Packs and retail prices of 'Combestrol' are: tubes of 25, 3/6; bottles of 100, 10/6; bottles of 1000, 96/-. Order stocks NOW.

WELLCOME INSTITUTE LIBRARY
Coll. WelMOmec
Coll.
No.

'COMBESTROL' BRAND

Hexœstrol and Stilbœstrol (Veterinary) **for Implantation**

BURROUGHS WELLCOME & CO. *(THE WELLCOME FOUNDATION LTD.)* **LONDON**



cash in on

"hair consciousness"

with INECTO

Colour Crème

Now available for counter sale in all shades*

Complete and ready for use with Picture Directions.

Obtainable from your wholesaler

PRICE 3/4 PLUS P.T.

RETAILING AT 7/6

ENQUIRY BUREAU

Inecto House, 27 Dover Street, London, W.1

HYDe Park 7541 (12 lines)

*Shade Indicator free on request

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 164 September 17, 1955 No. 3943

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EDITORIAL AND PUBLISHING OFFICES
28 ESSEX STREET, STRAND, LONDON, W.C.2
Telephone: Central 6565
Telegrams: Chemicus, Estrand, London

Branch Offices:
BIRMINGHAM, 2: 111 New Street.
Phone: Midland 2921
GLASGOW: 24 Dixon Road, S.2. *Phone: Pollock* 4802
LEEDS, 16: 32 Wynford Rise, West Park. *Phone: Leeds* 78438

ANNUAL SUBSCRIPTION, which includes The Chemist and Druggist Diary and Year Book, £2. Single copies one shilling each.

Roche progress 1955

FIRST 'ARFONAD' for safer hypotensive surgery

THEN 'MESTINON' a new cholinergic compound

NOW

'NOLUDAR'

Trade Mark Brand

a new safe sedative and mild hypnotic

released after extensive clinical trials

Chemistry	2, 4-dioxo-3, 3-diethyl-5-methyl piperidine. Different in constitution from the barbiturates and the straight chain ureides.	
Properties	Wide safety margin — does not cause tolerance or habituation. No undesirable effects on respiration, circulation or digestion.	
	Rapid in onset	½ to 1 hour
	Brief effect	about 6 hours
	No hangover	
Indications	In hypnotic doses	for the treatment of insomnia
	In sedative doses	for nervousness, anxiety states, hypertension etc.

Packings
'Noludar' tablets: 200 mg. in containers of 10, 100, and 500

ROCHE PRODUCTS LIMITED, 15 MANCHESTER SQUARE, LONDON, W.1

The CHEMIST AND DRUGGIST

Volume 164 SEPTEMBER 17, 1955 No. 3943

Chemists Federation

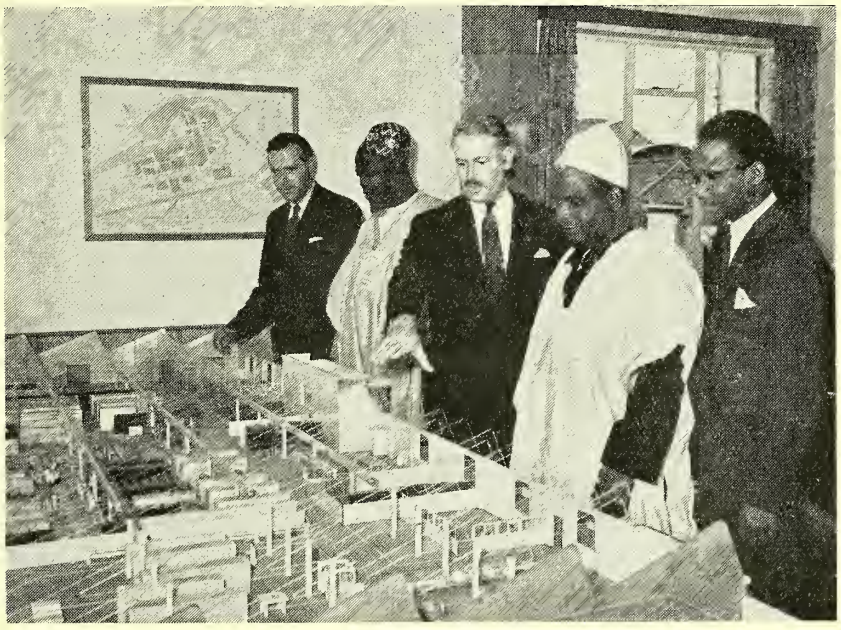
MEETING OF COUNCIL

A MEETING of the Chemists Federation council was held on September 8, the president (Mr. P. D. J. Spaanderman) in the chair. Meetings of committees were held on the previous day. The council accepted the following applications for manufacturer membership of the Federation:—Clinical Products, Ltd., 2 The Green, Richmond, Surrey (all proprietary pharmaceutical products); Oldham Laboratories, Ltd., 30 South Street, Chichester, Sussex (Poly-Estol bandage). The following additions to schedules of C.F. agreements were approved:—Savory & Moore, Ltd. (children's black currant linctus and pectoral cough syrup); Sharp & Dohme, Ltd. (Penbenemid-250 tablets). The council accepted the resignations of the following C.F. manufacturers:—Alfred Bishop, Ltd., and Musterole Fine Products Co., Ltd. The name of C. A. Critchley & Co., Ltd., Wilpshire, Blackburn, Lancs, has been removed from the C.F. list of approved wholesalers. The C.F. council has decided that it is not in the interest of public safety that rauwolfia preparations should be sold over the counter as household remedies and that they should only be marketed for use under medical supervision. In view of that decision Tranquilex has been deleted from the C.F. list. Tranquilex was originally accepted as a class A product but is now being advertised to the public. Further reports were received of the work undertaken by the two C.F. representatives, one in the London area and the other in Cheshire. Preliminary arrangements were made for a C.F. tripartite meeting to be held on January 26, 1956. Further particulars are being announced later.

Apprentices Competition

SCHOLARSHIP AND PRIZE AWARDS

THE following awards have been made to pharmaceutical apprentices of Timothy Whites & Taylors, Ltd., who competed in the company's annual scholarship examinations held in Leeds in July:—SCHOLARSHIPS: £150 to Messrs. D. Hollows, Todmorden, Lancs; C. H. Morley, Deal, Kent; and R. T. Hutchinson, Keighley, Yorks. £75 to Miss Sheila W. Beer, Plymouth; Mr. T. A. Stockill, Goole, Yorks; and D. Sheard, Lancaster. SECOND YEAR APPRENTICES' PRIZES: £10 10s. to Mr. F. R. Brown, Leeds; £5 5s. to Mr. K. G. Martin, Darlaston, Wednesbury, Staffs; £3 3s. to Miss Jean Harvey, Manchester, and Mr. P. McMoutrey, Sunderland, co. Durham; £2 2s. to Miss Ann M. Hitchings, Swansea, Glam; and Mr. G. C. Jefferson, Morecambe, Lancs. FIRST YEAR APPRENTICES' PRIZES: £5 5s. to Mr. D. Colquhoun, Birkenhead, Ches; £3 3s. to Messrs. E. T. Abbs, Rothwell, Leeds, R. Newsome, Bramley, Leeds, and P. J. Gilbride, Glasgow; £2 2s. to Mr. F. Surrall, Bradford, Yorks, Misses Shirley Sampson, Hull, Yorks, and Betty Yardley, Wolverhampton, Staffs, Mr. C. J. Berry, Manchester, and Miss Astrid G. Wood, Bradford, Yorks. About 130 apprentices took part in the examinations and while they were in Leeds toured the factory of W. B. Cartwright, Ltd., at Rawdon (one of the company's subsidiaries) and saw the manufacture and packing of tablets, galenicals and proprietary medicines. Facilities were also made available for tennis, cricket and swimming, together with a visit to Kirkstall Abbey and Museum.



NIGERIAN VISITORS AT DRUG WORKS: Earlier this week the Prime Minister of Northern Nigeria (Alhaji the Hon. Ahmadu, C.B.E., Sardaunan Sokoto) visited the Wharf Road, London, and Long Melford, Suffolk, works of Stafford, Allen & Sons, Ltd. In the illustration Mr. A. W. Allen (director in charge of Long Melford), the Sardaunan, Mr. L. L. Hitchen (sales manager), the Emir of Gwandu and the Sardaunan's secretary, are seen inspecting a model of new factory extensions now being erected at Long Melford. Part of the extensions is already in occupation.

Modern 'Star Chamber'?

MONOPOLIES COMMISSION CRITICISED

THE Monopolies Commission was criticised by Mr. Leslie Gamage (vice-chairman, General Electric Co., Ltd.) at a meeting of the Electrical Industries Club on September 13. MR. GAMAGE said that he viewed with alarm the activities of "our modern star chamber," the Monopolies Commission, which was wrecking the stability of the home markets, either on evidence which is not available to the accused in the box, or, according to some of the members of the Commission, little or no evidence at all. He was convinced that when the industrial history of the present time was written, the wreckage and chaos created by the tribunal would be set down as a catastrophe.

Professor Brindle

RETIREMENT PRESENTATION DINNER

PROFESSOR H. and Mrs. Brindle are being entertained to dinner in the refectory, University of Manchester, on October 12, when the retirement presentation will be made for which a fund was recently organised. It will be accompanied by an album containing the signatures of the contributors. The fund is closing shortly, and a last invitation is given to send in subscriptions. They should be sent to the honorary treasurer, Mr. H. Burlinson, 3 The Terrace, Oaken Clough, Limehurst, Ashton-under-Lyne, Lancs.

Antibiotics and Cancer

SUGGESTED ASSOCIATION DISCOUNTED

ACCORDING to a report in *The Times* of September 8, Sir Stanford Cade (vice-chairman, British Empire Cancer Society) has said in New Zealand, where he is on tour for the Society, that he discounted suggestions

that antibiotics might be the cause of lung cancer (see *C. & D.*, September 10, p. 285). He said that there was no need to fear antibiotics. Every new remedy had been thought to cause disease.

Industry and Science

LECTURES AT A LONDON COLLEGE

AMONG the subjects of evening courses available at the Sir John Cass College, Jewry Street, Aldgate, London, E.C.3, in the 1955–56 session, are the following:—

INDUSTRIAL LAW. The course consists of twelve lectures (by Mr. T. A. Blanco White) that are being given at 6 p.m. on Thursday evenings beginning on September 29. Fee for the course is £1. A course of lectures on "patents" is being held during the second term.

STATISTICAL METHODS in scientific and industrial research. The course consists of about twenty lectures (by Mr. A. J. Feuell, B.Sc., Ph.D. (Lond.), A.R.I.C.). and is being held at 6.45 p.m. on Monday evenings during the first and second terms, beginning on September 26. The course is provided for chemists, biologists and others interested in the practical application of statistics to problems of research and manufacture. Fee, £2.

SPECTROCHEMICAL ANALYSIS. The course, which is based upon techniques of emission spectroscopy, consists of twelve lectures (by Mr. A. S. Nickelson, B.Sc. (Lond.), F.R.I.C.) and is being held from 6 to 7 p.m. on Wednesday evenings beginning on Septemper 28. A laboratory course in both emission and absorption spectroscopy is being arranged to suit students' requirements. Fee, £1. A course of ten lectures on absorption spectroscopy is being held in the second term.

ABSORPTION SPECTROSCOPY. The course consists of ten lectures (by Mr. A. R. Philpotts, M.A. (Cantab.)) and is being held from 6 to 7 p.m. on Friday evenings, beginning on September 30. A laboratory course in both emission and absorption spectroscopy is being arranged to suit students' requirements. Fee, £1.

RADIOCHEMISTRY and RADIOACTIVITY. The course consists of eight lectures (by Mr. A. G. Maddock, M.A., Ph.D., A.R.C.S., D.I.C.) and is being held at 6 p.m. on Tuesday evenings, beginning on October 4. Fee, £1. A course on the applications of radioactivity in biology is being arranged for the second term.

FUNDAMENTALS OF MICROBIOLOGY. A course of about thirty lectures and laboratory work (by Mr. N. J. Butler, M.Sc. (N.Z.)) is being held from 6 to 9 p.m. on Tuesday evenings, beginning on October 4. The course provides an introduction to microbiological techniques and is being addressed especially to graduates in chemistry, botany or zoology. The course is not designed for persons concerned with medical or veterinary applications of microbiology. Fee, £2.

Detailed prospectuses and enrolment forms for the courses are available from the principal.

Phthalic Anhydride

NEW PLANT FOR WALES

A NEW plant to manufacture phthalic anhydride is to be constructed by Monsanto Chemicals, Ltd., at its Newport, Mon, factory. The plant, which is expected to be in operation towards the latter end of 1957 and to cost more than £500,000, will bring the company's total production of phthalic anhydride up to some 15,000 tons yearly.

Key Industry Duty

PIPERAZINE NOW EXEMPT

AN Order published as S.I., 1955, No. 1380, exempts 5-*N*^{1}-acetylsulphanilamido-3:4-dimethyl*iso*oxazole, ethyl linoleate and piperazine from Key Industry Duty for the period September 12 to February 18, 1956.

IRISH NEWS

Ulster Chemists

MEETING OF EXECUTIVE COMMITTEE

THE September meeting of the Executive Committee of the Ulster Chemists' Association was held in Belfast, with Mr. W. H. Boyd (president) in the chair.

The president welcomed Mr. J. C. Acheson back to the Committee after his illness and in turn Mr. W. H. Boyd, who had also been ill during the summer, was congratulated by the members upon his recovery. The following were elected to membership:—Mr. T. McDaid, M.P.S.N.I., Owenvarragh Buildings, Andersonstown; Mr. B. A. Laverty, M.P.S.N.I., 58 Larkfield Road, Belfast; Mr. J. P. Mallon, M.P.S.N.I., Carnlough (successor to A. W. Futter & Co., Ltd.); Mr. J. H. S. Allen, M.P.S.N.I., James Street, Cookstown; Mr. E. A. Poots, M.P.S.N.I., 84 Main Street, Larne. It was agreed that the annual basic subscription should remain unchanged for the incoming year at £3 3s. for pharmaceutical chemists; £2 2s. for branch shops and £1 11s. 6d. for registered druggists. The Committee reluctantly accepted the resignation of Mr. Joseph Wellwood who had acted for many years as honorary auditor. Various suggestions were considered concerning a new price list which would shortly be put in hand. For the sake of economy it was agreed to retain the existing format. Difficulties which have arisen in provincial rota services were considered. There was discussion on the question of agency products. Reports had been received from new pharmacies that they had been unable to procure supplies of goods from certain manufacturers owing to their close proximity to existing agents. It was suggested that persons opening new pharmacies should first ascertain the position regarding supplies of the goods in question.

Also present at the meeting were Misses C. E. Culbert and C. B. Abernethy; Messrs. J. C. Acheson, H. S. Anderson, J. A. Brown, J. Caldwell, R. Gibson, T. A. Gibson, C. L. Gordon-Rattie, W. J. Moffett, M. C. Mooney, W. R. McDonnell, C. A. Quinn, W. J. Rankin (treasurer), P. R. W. Shinner and A. Steede. Apologies for absence were received from Messrs. H. G. Campbell, W. P. Ewart, H. W. Gamble, W. S. Hall, R. A. McEwen, J. McGregor, W. R. McNabb, and W. H. Mulholland.

Students' Society

CAR TREASURE HUNT

THE Society of Pharmaceutical Students, Belfast, is holding a car treasure hunt on September 21. Cars are leaving from Blitz Square, High Street, Belfast, from 6.30 p.m. Price (including supper), 4s.; drivers free.

INDUSTRIAL HEALTH IN BRITAIN

Pilot survey to be undertaken soon at Halifax

THE first of two pilot industrial health surveys is starting within the next few weeks in Halifax. It is part of the plans of the Ministry of Labour for promoting the health and well-being of factory workers throughout the country and has been recommended by the Industrial Health Advisory Committee. At an inaugural meeting to discuss the survey in Halifax on September 6, Sir George Barnett (chief inspector of factories) said that the Industrial Health Advisory Committee had recognised that much could be done at national level to stimulate the development of industrial health services. But the Committee also thought that if the needs of the workers in the smaller factories were to be catered for adequately, then much of the necessary action must be taken on a local basis and must depend on local initiative and enthusiasm for its success. For the first local survey it was thought, said Sir George, that a town of medium size which also had a wide variety of industries would be most appropriate. Halifax, with a population of just under 100,000 and a wide variety of industry ranging from wool and engineering to chemicals and confectionery, appeared to offer the best possibilities. The survey was being carried out by a team consisting of Mr. J. MacColl (superintending inspector of factories for the North Midlands division of the factory inspectorate), Dr. W. D. Buchanan (medical inspector), and Mr. J. A. Davis (district inspector for Halifax). The inspectors would examine the environmental conditions in the factories, including cleanliness, overcrowding, heating, ventilation, lighting, etc. They would examine particularly any processes that might cause specific health hazards. They would consider the need for preventive measures, including, where appropriate, medical or nursing supervision. A local advisory committee was advising the superintending inspector. It would include representatives of local employers' organisations and trade unions and the medical profession. All information obtained about individual firms would be confidential to the Ministry of Labour and National Service. It would not even be disclosed to either the local or the National Advisory committees. A report would be submitted to the chief inspector of factories giving for each industry an assessment of the standard of conditions, details of health hazards, together with an appraisement of the need for preventive measures. The report would be considered by the Factory Department and the Industrial Health Advisory Committee. If a need was shown for the adoption of preventive measures in factories, individual cases would be followed up with the firms concerned by the district inspector.

further investigation or research into a particular problem was called for, that would be a matter for discussion with the industry and possibly with the Government research departments. If medical supervision in particular factories appeared desirable where there were special health hazards, those firms would be encouraged to make arrangements locally with a doctor. One possibility envisaged was that there might be a group scheme of medical supervision in which a number of firms could participate. Concluding his remarks, Sir George Barnett asked for the co-operation of all concerned both in the carrying out of the survey and in any development of industrial health services that might be found desirable as a result of the survey.

NEWS IN BRIEF

A SPECIAL train carried 500 members of the staff of Cuxson, Gerrard, Ltd., on their annual outing to Morecambe, recently.

ALTERNATIVE jobs have had to be found by the Eastbourne Labour Exchange for three girls who had to abandon nursing because they were allergic to penicillin.

A NATIONAL "Be Reasonable" campaign against moves to ban commercial vehicles from stopping to make deliveries to shops was launched on September 13 by the Traders' Road Transport Association.

ONE of the earliest advertising films in existence—"Her Secret," made in 1921—a silent film which runs for five minutes, was shown at the Edinburgh film festival on August 30. The film was made for Yardley & Co., Ltd., London.

EACH animal of the Ovaltine Jersey herd exhibited at the Buckinghamshire County show at Hartwell Park, Aylesbury, on September 1, was awarded a prize, making a total of eleven successes, including the championship and the Stoke House cup.

A BOOKLET about the hospitals, institutions, and nursing homes treating men and women alcoholics or drug addicts has been compiled by the Church of England Temperance Society. Free copies are obtainable from the society's head office, 4 Palace Gate, Kensington, London, W.8.

A LECTURE on "The Morphology of Large Chain Molecules" is being given by Professor Charles Sadron (professor of physics, University of Strasbourg, and director, *Centre de Recherches sur les Macromolécules*, Strasbourg) at King's College, Strand, London, W.C.2, at 5.30 p.m. on November 7. Admission is free, without ticket.

SPORT

Golf.—SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, at Cuddington golf club on September 7. Stableford competition. *President's Prize* won by J. Mackenzie, Sundridge Park, 42; second, J. Owen, Shirley Park, 40; third, M. Bloodworth, Walton Heath, 39; consolation prize, C. J. Martin, Mannings Heath, 37. *Visitors' Prize* won by F. Dawes, Shirley Park, 40; second, F. Baxter, Croham Hurst, 36; third, F. Berry, Esher and Thames Ditton, 35. *Hidden Score Prize*, A. W. Bennett, Society, 17.

TOPICAL REFLECTIONS

By Xrayser

Competition

Evidence is not lacking of the concern of Government departments when an area finds itself in the unenviable position of "beating all records" in its costs of prescribing. It appears that, in Banff, Moray and Nairn, in the month of December, 1954, the average cost per head for National Health Service patients was two shillings and sixpence, whereat the Department of Health for Scotland expressed its serious concern (p. 277). One of the reasons advanced by the local Medical Committee was the unusually low number of patients per doctor—about 1,300. Such a position, they said, necessitating competitive methods, had resulted in an ideal situation for unscrupulous patients. The reasoning does not strike me as particularly clear or convincing. It may be that competition for patients leads to a situation in which the less scrupulous prescriber tries to buy popularity at the expense of the drug fund, but if that is the case it seems less than fair to blame the patient. Nevertheless, the area appears to offer the keen doctor opportunities for good doctoring which are denied to his less fortunate if more wealthy brother in the densely populated industrial areas further south, where lists and surgeries are heavy.

Cascade of Drugs

Varying opinions have been advanced to account for the rising costs of the drug bill, some condemnatory and others facile. But when someone of the calibre of Professor Sir David Campbell (president of the General Medical Council) examines the question judicially and objectively, pharmacists—and others—would do well to study his observations. Sir David, in proposing the toast of the British Pharmaceutical Conference at Aberdeen (p. 288), agreed that the number of prescriptions had increased in recent years, "more perhaps than was necessary and reasonable," but he was careful to emphasise that the increased cost was mainly due to the greater use of more costly drugs, of which he instanced the antibiotics and the anticoagulants. They had resulted in earlier return to work and less time in hospital, and it was necessary to set those factors against the initial cost. So much had already been said but, from such an authority, the statement carries the greater weight. The scathing expressions coined by a succession of spokesmen in describing medicine taking have been ingenious—"the bottle-habit"; "the national thirst"; "a nation of medicine-drinkers"; "a cascade of drugs," etc. None has succeeded in damming the flood. (I offer that one to the next Minister of Health: it seems well up to the required standard, and has not to my knowledge, yet been used.) The words of the president of the General Medical Council appear to put the matter in perspective.

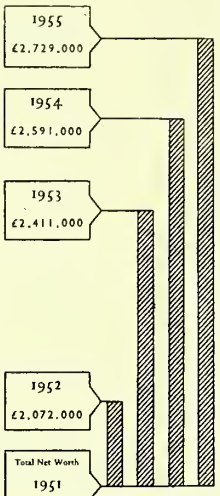
Golden Summer

In retrospect it seems a short time since you published your photographic number, and few reading it at the time would have dared to prophesy the long spell of fine weather—"of green days in forest and blue days at sea"—which all parts of Britain have enjoyed this year. Not only has the bright sunshine been conducive to a record photographic summer, but the results in developing and printing have given less disappointment to the snapshotter and more heart to the dealer. The photo-finishing houses have had a record influx of work, which has tested their capacity and organisation to the full, and pharmacists and others would do well to remember those who have spent their days in the dark-room when the sun shone resplendent outside. The diversity of new cameras making their appearance at the counter has taxed the knowledge and ingenuity of those called upon to load the film, and it frequently surprises the writer that the owner of an expensive and complicated instrument should know so little of its anatomy and functions. With a growing tourist traffic in Britain, it is a pity that each film is not clearly marked on the carton with the varying speed indices, so that the keen photographer can set his exposure meter accordingly. "Fine-grain" and "fast" may be descriptive enough, but they fail in precision.

Advertiser's Announcement.

ASPRO LIMITED

Record sales and far-reaching new developments



INCREASE IN THE NET WORTH OF THE PARENT COMPANY SINCE 1951.

THE Annual General Meeting of Aspro Limited was held on the 12th September, 1955, at 16 Berkeley Street, London, W.1. Here are some features from the statement of the Chairman, Mr. M. A. Nicholas, previously circulated to stockholders.

After 20 years of trading as a limited company, Aspro Ltd. have this year attained all-time record sales, both at home and overseas. As compared with the previous year, the Group trading profit before tax rose by £70,883 to a total of £862,919. This stable and prosperous position is now making possible a policy of rapid and far-reaching new development.

SUBSIDIARY COMPANIES

The overseas subsidiaries, as a whole, again had a successful trading year, particularly the French and South African Groups.

THREE NEW PRODUCT DIVISIONS

This year has seen the establishment of an Agricultural and Veterinary Division which initially will sell the Sherley range of Products, recently purchased from the Beecham Group. The Household Products Division has been further developed by the acquisition of Lifeguard Products Ltd., well known as the manufacturers of Lifeguard Disinfectant and Antiseptic. Also, an Ethical Pharmaceutical Division has been established to market, in the first place, two new drugs which have been developed in the laboratories of the Australian associate company, Nicholas Proprietary Limited. These are called Megimide and Daptazole and have been successfully used together in the treatment of barbiturate poisoning. As time goes on more and more ethical pharmaceutical drugs will be added to the range.

UNIT PACKAGING

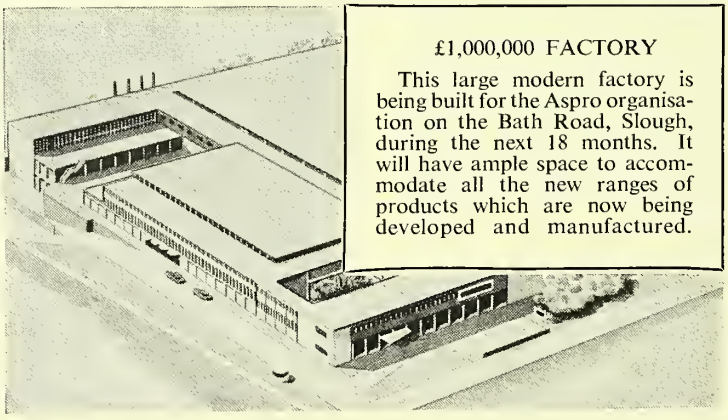
The packaging company, Ivers-Lee (Great Britain) Ltd., have had another good year. This company are now leading in the unit packaging field in this country.

QUARTERLY DIVIDENDS

To improve the service given to ordinary stockholders, quarterly interim ordinary dividends will henceforth be paid, commencing 30th September, 1955. Enclosed with each dividend warrant will be a brief report giving stockholders up-to-date information about the Company's activities together with relevant extracts from group accounts.

NICHOLAS INSTITUTE FOR MEDICAL AND VETERINARY RESEARCH

It has been decided by the associate company in Melbourne to set up the Nicholas Institute for Medical and Veterinary Research so as to continue and greatly expand the researches already being carried out there. The full benefit from the results of this work will be at the disposal of Aspro Limited, Great Britain. **This access to greatly extended research facilities will assist in the introduction of a series of new products which, when wedded to the skill and experience of the Aspro organisation, will open up wide prospects of future development.**



£1,000,000 FACTORY

This large modern factory is being built for the Aspro organisation on the Bath Road, Slough, during the next 18 months. It will have ample space to accommodate all the new ranges of products which are now being developed and manufactured.

NEW COMPANIES

P.C.=Private Company; R.O.=Registered Office.

ANEURIN EVANS (CHEMISTS), LTD. (P.C.).—Capital £4,000. To acquire the business carried on by the executrix of the late J. A. Evans at 42 High Street, Barry. Directors: David W. Evans, F.P.S., and Lily M. Evans.

M. & J. STEINER, LTD. (P.C.).—Capital £100. To carry on the business of wholesale and retail chemists, druggists, etc. Directors: John Steiner and Margaret Steiner. R.O.: 340 Harrow Road, London, W.9.

A. PICKLES, LTD. (P.C.).—Capital £500. To carry on the business of chemists and druggists, opticians, etc. Directors: Arthur Pickles, M.P.S., and Daniel Harper, M.P.S. R.O.: 138 Preston Drove, Brighton.

J. BROCKLEHURST, LTD. (P.C.).—Capital £100. To carry on the business of dispensing chemists, opticians, etc. Directors: John Brocklehurst, M.P.S., and Kathleen Brocklehurst. R.O.: 42 High Street, Ashford, Kent.

D-GEX, LTD. (P.C.).—Capital £100. To carry on the business of wholesale or retail chemists, etc. Directors: Joseph S. Beange, M.P.S., and Annetta F. Thornton. R.O.: 595 Garratt Lane, London, S.W.18.

DARLINGTON CHEMICALS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturing, wholesale and retail chemists, etc. Solicitors: Allen & Overy, 3 Finch Lane, London, E.C.3. R.O.: Cockerton, Darlington, co. Durham.

F. CROSSLEY (CHEMISTS), LTD. (P.C.).—Capital £7,500. To carry on the business of chemists and druggists, etc. Directors: Peter S. Walker, Barbara M. Walker, Charles A. P. Walker and Edith M. Walker. R.O.: 44 Bond Street, South Shore, Blackpool.

ABBEY PARFUMERIE CO., LTD. (P.C.).—Capital £100. To carry on the business of manufacturers and distillers of perfumes and essences, soaps, cosmetics, etc. Directors: Henry Perlow, M.P.S., and Elka Sheila Perlow. R.O.: 66 Newman Street, London, W.1.

JAMES STARR & CO., LTD. (P.C.).—Capital £5,000. To acquire the business of a manufacturing chemist carried on by Edith L. Starr at Newland St. Works, Derby. Directors: Edith L. Starr and Kenneth F. Boardman-Weston.

J. S. EVANS, LTD. (P.C.).—Capital £1,000. To carry on the business of wholesale and retail chemists and druggists, etc. Directors: Joseph S. Evans, 56 Heywood Road, Bowlee, Middleton, Lancs, and Eric M. Adams.

C. DENTON & CO., LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in chemicals, drugs, medicines, etc. Directors: Benjamin I. Clarke, M.P.S., and Joan C. Denton-Cox. R.O.: 53 Lancaster Road, Enfield, Middlesex.

R. L. JONES (CHEMISTS), LTD. (P.C.).—Capital £2,000. To carry on the business of wholesale or retail chemists, etc. Directors: Roland L. Jones, M.P.S., and Elvira M. Jones. R.O.: 214 Devons Road, Bow, London, E.3.

FOLIDAYS, LTD. (P.C.). — Capital £5,000. To acquire the business now carried on by William A. Cleverley at 41 Stallard Street, Trowbridge, Wilts. Directors: Vera M. Fowles, M.P.S., Mabel D. Light, Alan Date, M.P.S., and Nina R. Date.

M. L. DIXON, LTD. (P.C.).—Capital £1,000. To carry on the business of chemists, opticians, etc. Directors: Mary L. Dixon and John J. Pickering (directors, D. & B. Walker (South Shields), Ltd.). R.O.: 53 Henderson Road, South Shields.

R. BURGESS, LTD. (P.C.).—Capital £5,000. To carry on the business of wholesale and retail chemists and druggists, etc. Subscribers: R. Burgess, M.P.S., 4 Brinsmead Road, Leicester, and Stanley W. Whait. The first directors are not named.

J. BUSBY (HATFIELD), LTD. (P.C.).—Capital £1,000. To carry on the business of wholesale and retail chemists and druggists, etc. Directors: John S. Mills, M.P.S., Wilfred J. Busby and Wilfred F. D. Sweet. R.O.: 97 St. Albans Road, Hatfield.

MANCHESTER DRUG HOUSES, LTD. (P.C.).—Capital £100. To carry on the business of wholesale, manufacturing and dispensing chemists, etc. Subscribers: Charles J. Sherratt and Arthur E. Turner, 59 Ironmarket, Newcastle, Staffs. The first directors are not named.

TH. MUHLETAHLER, LTD. (P.C.).—Capital £5,000. To carry on the business of importers, exporters of and dealers in essential oils, essences, cosmetics, etc. Directors: Andre L. Burnier, Jean Graf, Louis Duvergey and Paul V. Kutiak, 30 York Road, London, S.W.19.

WATKINS (CHEMIST), LTD. (P.C.).—Capital £2,000. To carry on the business of chemists and druggists, etc. Directors: Bertram T. Freeman, Winifred G. Freeman, John R. H. Freeman and John C. Beckenham, M.P.S. R.O.: 471 London Road, Isleworth, Middlesex.

F. G. WELLS (HANWELL), LTD. (P.C.).—Capital £5,000. To acquire the business carried on by Frederick G. Wells, M.P.S., at 47 Greenford Avenue, Hanwell, London, W.7, as F. G. Wells. Directors: Frederick G. Wells and John I. Cattaway, M.P.S. R.O.: 45 Greenford Avenue, Hanwell, London, W.7.

Company News

Previous year's figures in parentheses

CHILTON ELECTRIC PRODUCTS, LTD. — Mr. H. W. Swann, O.B.E., is relinquishing his directorship on September 30 but will continue with the company in the capacity of consultant.

ASPRO, LTD.—Subject to audit the group profit for three months ended June 30, before taxation, is £234,000. A first quarterly dividend of 7 per cent. for the year ending March 31, 1956, is announced.

ALBRIGHT & WILSON, LTD. — Combined trading profits for the half-year ended June 30 are provisionally given as £1,577,000 (£1,462,000). Interim divided declared is 5 per cent. (equivalent in 1954 was 4⅔ per cent.).

EVANS MEDICAL SUPPLIES, LTD. — Subject to a resolution being passed at an extraordinary meeting on September 23, and to Treasury consent being received, the directors intend to offer for subscription in cash 845,113 5s. ordinary shares to existing ordinary stockholders at a price of 6s. 9d. per share in a specified proportion.

Voluntary Liquidation

TRUSCOTT (CHEMISTS), LTD., 7 St. Hilary Place, Stoke, Devonport. Liquidator: R. P. Booth, 14 Holborn Viaduct, London, E.C.1.

H. & E. O. FRANEY, LTD., chemists, 225 Great Cheetham Street, Salford, 7.—At a meeting of creditors on September 5 a statement of affairs circulated showed an estimated deficiency as regards creditors of £3,592. Trade accounts (eighty-six) amounted to £4,088. Liquidator: Arthur T. Eaves, 47 Mosley Street, Manchester, 2.

BUSINESS CHANGES

A. & R. SCOTT, LTD., have removed to 10 Victoria Road, London, N.W.10 (telephone: Elgar 3517).

BIDWELL, BIDWELL & CO., LTD., Axminster, Devon, have closed down their offices and works.

LEWIS & BURROWS, LTD., are closing their branch pharmacy at 233 Brompton Road, London, S.W.3, on September 17.

MR. H. H. BLACK, M.P.S., has transferred his pharmacy to 619 Stretford Road, Old Trafford, Manchester, 16 (from 544 Chester Road).

THE address of the United Kingdom Trade Commissioner office in Toronto, Canada, is now 119 Adelaide Street West, Toronto, Canada (telegraphic address: Toroncom Toronto; telephone: Empire 2-1223).

MESSRS. O. T. FRENCH and G. N. BERRY, 98 Whitmore Way, Fryerns, Basildon, Essex, have dissolved the partnership trading as French & Berry. The business is now being carried on by Mr. French in partnership with the former manager, Mr. D. Moon, under the name of French & Moon.

JAMES A. JOBLING & CO., LTD., Sunderland, have created a products development department under the managership of Mr. P. L. Kirby. The department becomes responsible for the experimental progress of certain new technical products, and the research department, under Mr. Stirling, is incorporating the chemistry department and will deal solely with research. Consultancy aspects of the company's scientific side are being conducted by a group of experts (Messrs. J. Mather, G. Rutherford, and F. Westwick).

Appointment

WESTMINSTER LABORATORIES, LTD., Chalcot Road, London, N.W.1, have appointed Dr. C. A. Friedman, M.Sc., F.R.I.C., to the research staff of the company.

G

MARRIAGE

RODERICK — WHITEMAN. — At Orpington Methodist Church, Kent, on September 10, Gwyn Parry Roderick, M.P.S., 5 Felstead Road, Orpington, to Isobel Whiteman, M.P.S.N.I., Bangor, Northern Ireland.

Silver Wedding

ROSS—CHARLTON.—At Barnhill Church, Angus, on September 9, 1930, Mitchell Cumming Ross, B.Sc., F.P.S., to Edna Charlton. Mr. Ross is managing director of William Paterson & Sons (Aberdeen), Ltd., wholesale and manufacturing chemists. To mark the occasion, Mr. and Mrs. Ross were presented with an engraved silver cigarette-box by the staff and employees at the warehouse; Mr. Ross received a silver travelling-clock from his co-directors.

DEATHS

AITCHISON.—Recently, Mr. James Kay Aitchison, M.P.S., c/o G. Owen, Ltd., 10 South Street, Sheffield. Mr. Aitchison qualified in 1920.

BLACKHURST. — On August 30, Mr. James Forshaw Blackhurst, M.P.S., 2 Lytham Road, Blackpool, Lancs, aged seventy-one.

ELEY.—On August 24, Mr. Harold Wood Eley, 154 Wheelers Lane, Kings Heath, Birmingham, 14, and formerly 163 Ravenhurst Road, Harborne, Birmingham, 17, aged sixty-four. Mr. Eley qualified as a chemist and druggist in 1914.

EVANS. — On September 11, Mr. Howard Evans, A.Met., F.I.M., aged forty-eight. Mr. Evans was superintendent of the Birmingham research laboratory of the Mond Nickel Co., Ltd.

GRIFFITHS.—Recently, Mr. George James Griffiths, M.P.S., 3 Market Street, Shrewsbury, Salop. Mr. Griffiths qualified in 1929.

HAYTON.—At his home, Solway, Winchester Park Road, Sandown, Isle of Wight, on August 24, Mr. Thomas Irwin Hayton, aged eighty-nine. Mr. Hayton qualified as a chemist and druggist in 1890 and went to the Isle of Wight about twenty-five years ago.

JONES.—On August 20, Mr. Percy Harold Jones, 78 Redston Road, Hornsey, London, N.8, aged sixty-two. Mr. Jones qualified as a chemist and druggist in 1914.

LLEWELLIN. — On September 9, Mr. John Howard Llewellin, M.P.S., 14 Hamilton Terrace, Milford Haven, Pembs, aged eighty. Mr. Llewellin was in business for some years at Oswestry, Salop, before going to Milford Haven in 1911. He was a Freemason. Mr. Llewellin is survived by his widow, two sons and two daughters.

LONG.—On July 30, Mr. James Christmas Long, 13 Glyn Road, Parkstone, Dorset, formerly of 201 Ashley Road, Parkstone, aged eighty. Mr. Long qualified as a chemist and druggist in 1896.

McCREIGHT.—On September 11, Mr. William George McCreight, M.P.S.N.I. who qualified as a pharmaceutical chemist in Northern Ireland in 1930. He was in business at 187 Newtownards Road, Belfast. He is survived by his widow. The Ulster Chemists' Association was represented at his funeral by Messrs. H. W. Gamble, O.B.E., and R. Gibson, O.B.E.

MOORE. — At his home, 3 Hawthorn Road, Godalming, Surrey, on August 14, Mr. William Richard Moore, M.P.S., aged sixty-four. Mr. Moore acquired the pharmacy at Bramley, Guildford, in 1934. He retired to Godalming in 1954.

MOSS.—At Ormskirk general hospital, on September 12, Mr. H. P. Moss, F.P.S., 24 Clarence Avenue, Thornton, Cleveleys, Lancs. Mr. Moss qualified as a chemist and druggist in 1909 and passed the Pharmaceutical Chemist Qualifying examination in 1913. He was formerly for many years advertising manager of Parke, Davis & Co., Ltd., Hounslow, Middlesex.

TAYLOR. — On August 24, Mr. Walter John Taylor, 4 Edensor Road, Eastbourne, Sussex, formerly of 36 Amberley Road, Bush Hill Park, Enfield, Middlesex, aged seventy-three. Mr. Taylor qualified as a chemist and druggist in 1904.

LEGAL REPORTS

Sales on Sundays

AT Stratford, London, magistrates' court, recently, Arnetts (Chemists), Ltd., Peckham, were fined £2 for selling, at their shop at 307 Heathway, Dagenham, on July 17, commodities not in the schedule of items prescribed in the Shops Act for Sunday sale. An inspector said he saw customers served at the shop with photographic films, tooth-pastes, disinfectants, sun-tan creams, sunglasses and other articles not in the permitted schedule. The shop manager, when told of the offences, replied that, as such goods could be obtained at seaside resorts on Sundays, he saw no reason why they should not be sold at Dagenham. He was informed that special provisions related to seaside resorts.

Not in Locked Receptacle

AT Birmingham magistrates' court, recently, Sydney Harris, M.P.S., 295 Walsall Road, Perry Barr, was fined £5, with £3 3s. costs, for failing to keep Dangerous Drugs in his possession in a locked receptacle. The prosecution stated that, early on May 22, police officers who had been called to Harris' house found him unconscious in the bedroom. On a table were several boxes and bottles containing Dangerous Drugs. It was afterwards discovered that there was a considerable deficiency in his Dangerous Drugs stock. Asked for an explanation, Harris said "You are not suggesting I have taken them? I am not ill." It was not alleged, said the prosecution, that Harris was a drug addict. But there were features about the case that made it peculiar. Harris had qualified as a pharmacist in 1932. In September 1954 he was found wandering on Barry Island, apparently mentally ill, but no doctor had ever suggested that he was suffering from the effects of drugs. On June 23, 1955, he was seen sitting on a tree trunk in Perry Barr, "singing in a drunken manner," but a police officer who spoke to him was satisfied that he was not drunk. His appearance and conduct made the officer think that he had escaped from an institution. Harris ran away shouting "freedom" and other words, and struggled when arrested. Taken to a police station, he apologised for his "ungentlemanly" conduct, and no further action was taken. At the recent hearing a plea of "guilty" was put in for Harris. It was stated that he suffered from acute attacks of hiccoughs, "for which the cure was a mild inhalation of chloroform." On the night the police found him unconscious he had had such an inhalation. A stomach wash at the hospital revealed no trace of drugs. Harris stated that, owing to lack of accommodation, he kept his drugs in a strong box in the bedroom. There was no danger of any other persons gaining access to them.

Thefts from Employers

FINES totalling £60 were imposed on John Crossley, F.P.S., Southam Road, Dunchurch, Rugby, recently, on charges of stealing sums totalling £18 from his employers, A. G. Chamberlain (Chemists), Ltd., Market Place, Rugby, in July and August. A friend said he would pay the fines. Crossley asked for twenty-two other offences involving thefts from Messrs. Chamberlain to be taken into consideration. It was stated that Crossley was the manager of the company's Dunchurch branch. After his appointment the takings fell, though they rose when he was on holiday. He was paid £11 a week, with accommodation and electricity. Crossley stated that he had been in business in Coventry Road, Birmingham, 1922–26; in Newport, Mon, 1926–35, and in Birmingham from 1935 until he retired on doctor's orders in 1952. He had been dosing himself with tablets. He and his wife were in debt to a West Bromwich firm, and to pay the debt he had been taking £5 a week from the till.

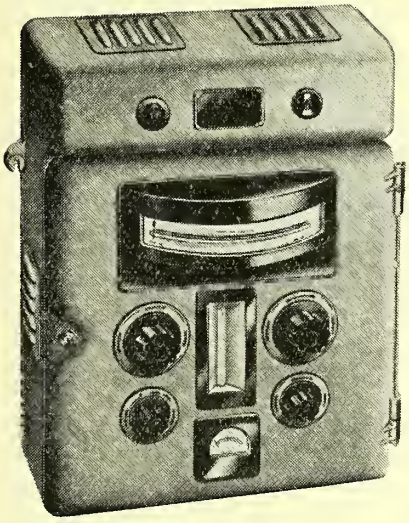
Altered Postal Charges

BECAUSE amounts spent in one department seemed to the managing director to be excessive, Brown & Forth, Ltd., chemical manufacturers, Clifton House, Euston Road, London, N.W.1, caused inquiries to be made there and as a result a stock-keeper, John James Carmody, London, N.W.1, was arrested. At Clerkenwell magistrates' court, recently, he pleaded guilty to stealing from his employers £11 12s. 2d. on April 5, £4 2s. 6d. on April 15, and £16 8s. 4d. on June 13. Carmody's job was connected with the handling of parcels sent abroad. It was stated that he made up the parcels and obtained from the cashier the money estimated necessary for postage, and any surplus money was supposed to be returned to the cashier. To cover amounts in excess of requirements, he altered postage certificates obtained from the Post Office. Carmody was discharged conditionally for twelve months and ordered to make restitution totalling £34 to his employers, or to go to prison for a total of nine weeks. He was given six weeks in which to find the money.

INSTRUMENTS AND APPARATUS

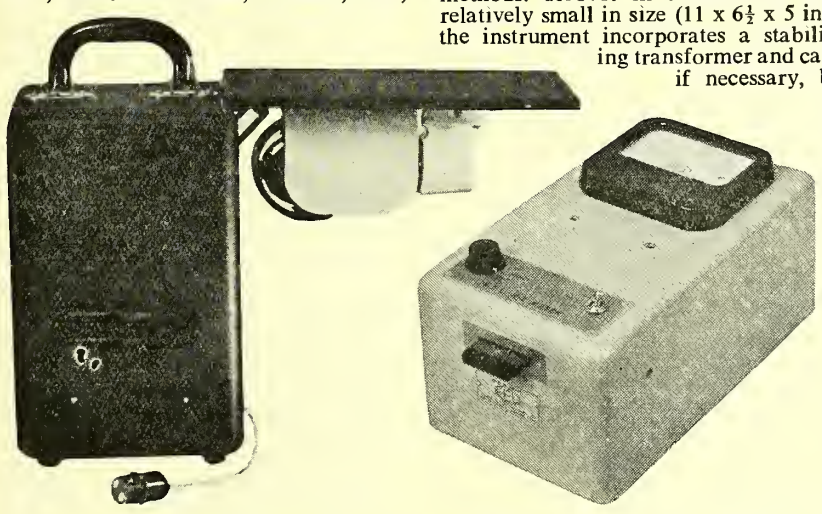
Heated-glass Distillation Tubes.—Electrically-conducting coated glass tubes for use in scientific distillation have been produced by James A. Jobling & Co., Ltd., Sunderland. The tubing is coated by means of a sprayer with a thin, electrically-conductive film bonded to the glass, which has been furnace-heated to a high temperature.

Oxygen Meter. — An oxygen meter that detects changes in oxygen concentration of $\frac{1}{2}$ volume per million is the Hersch, developed by the Baker



platinum division of Engelhard Industries, Ltd., 52 High Holborn, London, W.C.1. The meter continuously measures traces of oxygen present as an impurity in other gases. It measures approximately 24 x 18 x 12 in.

Analytical "Black Light" Lamp.—"V" (Development and Trading) Co., Ltd., 22 Clifton Road, London, W.9,

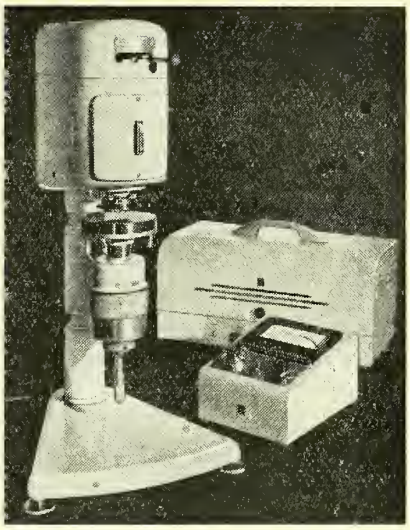


have developed into a portable unit a new multi-purpose detector lamp. Measuring only 6 x 7 x 10½ in., and weighing about 8 lb., the unit comprises a 75-watt high-pressure mercury-vapour lamp with "violet black" glass, porcelain E.S. lampholder, special ballast resistance tapped for 220/250 volts, shield reflector, 9-ft. flex, and adaptor, all fitted into a carrier covered in hard-wearing leatherette and with a robust handle. The unit is primarily designed for close radiation when determining natural or unnatural changes in organic or inorganic materials. It is indispensable for laboratory analyses, research, urinology or blood analysis, colour matching, and the determination of cosmetic products. It may also be used for distant radiation for disclosing skin or other diseases of the human body or animals, and for activating all kinds of fluorescent materials. The average life of the bulb used in the instrument is 2,000 hours.

Clinical pH Electrodes.—The Microflo micro sampling electrode system (SMS 23) designed by Electronic Instruments, Ltd., is designed for determining the *p*H of very small quantities of liquid in routine analysis. It consists of two vessels, one containing a reference electrode and the other a glass electrode. The sample is introduced through a funnel in the side of the vessel containing the glass electrode, and connection is made through a porous plug and potassium chloride liquid junction to the reference electrode. A tap enables the vessel to be emptied and flushed after the determination has been made. For continuous sampling of small solutions under anaerobic conditions, the Microflo electrode system (SMF 23) issued by Messrs. Electronic Instruments is more suitable.

Hydrogen Sulphide Meter. — Evans Electroselenium, Ltd., Potter Street, Harlow, Essex, have developed an H_2S meter for the rapid assessment of lead sulphide stains. The instrument, the Eel H_2S meter, which is illustrated below, is claimed to overcome the errors inherent in visual comparator methods. Robust in construction and relatively small in size (11 x 6½ x 5 in.), the instrument incorporates a stabilising transformer and can, if necessary, be

used with an external 6-volt accumulator. In the front is a slide which takes standard filter papers. In operation, the slide is pulled out, a clean filter paper inserted, and the instrument set to zero on the clean paper. The stained paper is inserted and the result read directly in parts per million H_2S.



Cone and plate viscometer made by Ferranti, Ltd. (see *C. & D.*, July 9, p. 38).

Moisture Meter.—Toplis, Simpson & Co., Ltd., Sunleigh Works, Wembley, have produced a moisture meter, the Kappa, for determining the moisture in raw materials or finished products. Instead of testing only small samples, possibly not representative of the bulk, the Kappa takes a sample large enough to provide an overall average reading representative of the bulk. It covers moisture ranges from 0·5 per cent. to over 60 per cent. The meter operates at a high radio frequency and employs frequency-sensitive circuits to detect and measure a change of capacity. Of all substances likely to be present in a sample, water makes, weight for weight, by far the greatest contribution to capacity, and it is that property that is utilised.

LABORATORY FURNISHINGS

Acid-fume Ducts. — On account of its resistance to acid corrosion and ease of fabrication, rigid Geon PVC is useful in making exhaust ducts and hoods for acid fume extraction. The tube is readily shaped after being softened by heat, and sheets of the material are quite easily built up into large installations by means of hot gas welding. The makers are British Geon, Ltd., Devonshire House, Piccadilly, London, W.1.

Extra Bench Space When Wanted.—Shortage of bench space is a common problem in laboratories. A wheeled and hinge-flapped extension, the Rolla-bench, which fits into and moves along a guide rail along the bench edge, enables 5 sq. ft. of extra working space to be provided at any desired position along the bench length. The Rolla-bench is always level, locks in any position, and supports a heavy load. Drawers or cupboards are not interfered with. Manufactured by Shandon Scientific Co., Ltd., 6 Cromwell Place, London, S.W.7, the Rolla-bench has a solid teak top, tubular steel legs and rubber castors, and is supplied complete with 9 ft. of rail. The leg height is adjustable for bench height 28 to 38 in.

MAINTENANCE AND MATERIALS

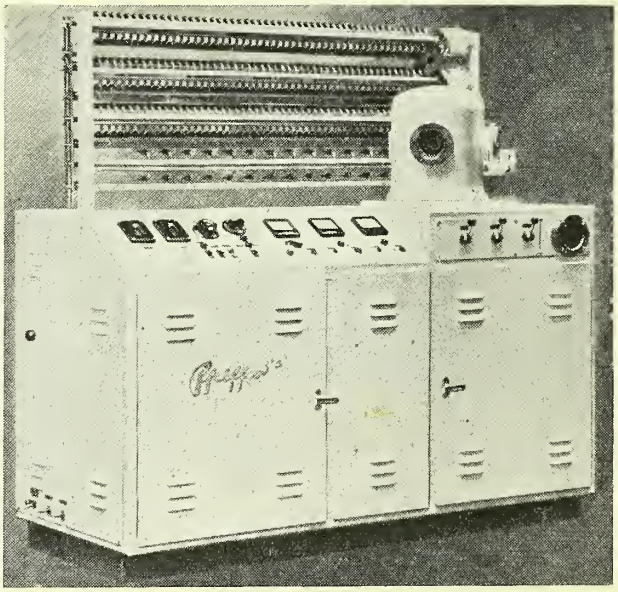
"Wet Water" for Fire Fighting.—A new "wet water" composite pressure charge for use in first-aid fire fighting on porous materials such as wool and cotton has been placed on the market by Nu-Swift, Ltd., Elland, Yorks. The Nu-Swift non-ionic wet-water concentrate is held in the composite pressure charge in a plastic bag, which is burst instantaneously and automatically when the extinguisher is operated. It has been approved by the Fire Offices' Committee for use in the Nu-Swift 2-gall. universal (Royal Navy) extinguisher.

Chemical Resistance of Materials.—The fourth part of the *Dechema-Werkstoff-Tabelle,* edited by E. Rabald and H. Bretschneider and published by the *Deutsche Gesellschaft für chemishes* Apparatewesen E.V., Rheingau Allee 25, Frankfurt-am-Main, Germany, recently published, deals with the resistance to chemical action of a large number of materials when subjected to attack by chemicals. The part comprises 100 sheets. Its publication completes approximately one quarter of the work, which is intended to extend to 1,600 pages. The greater portion of the newly published part deals with the action of calcium salts, and occupies thirty-five sheets. The *Dechema-Werkstoff-Tabelle* is published in typescript. The price is DM 0·30 per sheet (DM 0·24 per sheet to Dechema members).

An Anti-corrosive Coating.—A new aluminium damp-coating product was recently developed by Xzit Chemical Co., Hoboken, U.S.A., to meet the problem of applying effective corrosion preventives to dark surfaces that are damp, wet or sweating. Aluminium pigments were tried out when users of the company's protective coating called Serviron—a black, permanently soft, self-healing, viscous coating material designed for the protection of submerged and exposed steel surfaces undergoing severe corrosion—asked why the coating was manufactured only in the one colour. The dark surface made inspections difficult and painters wanted a lighter, more pleasant colour to work with. Aluminium Serviron is non-toxic, easily inspected and pleasant to work with. To apply it, the surface is cleaned of all oil, grease, loose dirt and foreign matter, and the coating then sprayed or brushed on. If sprayed, it should be heated to 180° for maximum coverage and ideal coating thickness. When the damp-coating has been applied and any excess wiped off, the tank is hosed down with fresh water. Aluminium Serviron is manufactured in Great Britain by Xzit (GB), Ltd., 175 Piccadilly, London, W.1.

Fire-retarding Composition. — Dr. P. R. Masek (research laboratories), 2 Cairns Road, Battersea, London, S.W.11, are in production with an organic amino resinous polymer speciality, Redicon M, containing nitrogen-phosphorus groups for use in treating wood, paper, cardboards and fibre board to protect them from burning. Redicon M has also protective effects against attacks by dry rot and wood-destroying insects. It is claimed to raise timber, plywood and hardboard to class 1 for "Surface Spread of Flame" (British Standards definitions, 476, 1953). Permanent protection against flame and a preventive action against dry rot and insects are given with two coats or two sprays of Redicon M solution, or by hot and cold dippings if the total absorption of Redicon M amounts to 150 gm. per sq. yd. of treated surface. In spraying, the quantity has to be increased by about 25 per cent. to balance unavoidable spraying losses. Redicon M covers 45 sq. yd. per gall. For dipping wood-wool, cardboard, waterproof glued plywood or waterproof cellulose-containing fibre board a variant Redicon MS, with wetting properties, is used. Protective goggles, gloves, etc., are not required during the operation, since Redicon M has no reaction on the skin. Woodwork coated with boiled oil, oil paint, varnish or still relatively fresh tar-oil paint cannot be effectively treated with Redicon M, but Redicon M-treated wood that has been well dried will take decorative coats of boiled oil, oil paints, lacquers and varnishes (but not paints containing alkaline agents including zinc oxide, zinc oxide colours and chalk; nitrocellulose lacquers; emulsion colours; or water-wax stains).

A REFRIGERATOR DRYER UNIT



CONTROLLED dehydration of aqueous polymolecular substances in the frozen state has been used for some time as a means of preservation. Only recently has it been applied on a relatively large scale to biological and pharmaceutical preparations such as blood plasma, serums, cultures of micro-organisms, etc. Among its advantages are absence of bubbling and foaming during the drying process, and freedom from distortion in histological specimens used in medicine and biology. The dryer shown is manufactured by Arthur Pfeiffer, Wetzlar, West Germany; it is intended for use in laboratories and for small-scale commercial production. The unit incorporates two independent vacuum systems, each of which can be exhausted by means of a rotary high-vacuum pump. The two pumps, with the refrigerator and motor, are contained in the louvred lower compartment of the unit to which access is given by doors. The primary drying chamber consists of an aluminium bell-jar located on top of the unit. The chamber, which is equipped with two inspection ports, is exhausted by vacuum pump. In its lower part the bell-jar contains a cooling coil for freezing out the water vapour given off by the substances being treated. By means of a two-stage compressor the temperature of the cooling coil is reduced to −60°C.

Replacing Lost Heat

During dehydration, the ampoules or bottles are contained in electrically heated liners in the upper parts of the bell-jar. That arrangement is necessary to replace the heat lost during dehydration, otherwise the temperature of the preparations would drop to that of the cooling coil, and the drying process would come to a standstill.

At the rear of the unit are four manifolds, each equipped with 100 ports for secondary drying. The manifolds are connected through separate valves to the other two-stage vacuum pump. During the secondary drying operation any residual moisture is removed by means of a desiccator containing phosphorus pentoxide in a component incorporated in the right-hand control panel.

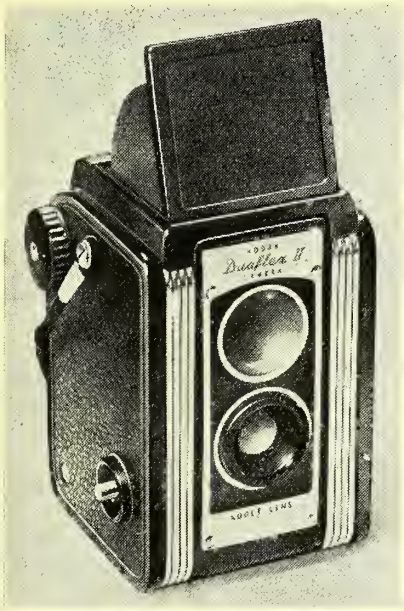
Secondary Drying Process

Since the secondary drying process takes longer than the primary, a correspondingly larger number of connections are provided on the manifolds than would normally be associated with the capacity of the tray in the primary drying chamber. By using the night hours for the secondary drying process, a continuous rate of production can be maintained, even if the highest degree of desiccation is required. The unit utilises thermocouples for the measurement of the processing temperatures and a thermo-electric gauge for indicating the degree of vacuum achieved.

The total power consumption of the unit is 2·5 kilowatts and a heating transformer is incorporated which permits the cooling coil to be defrosted in ten minutes.

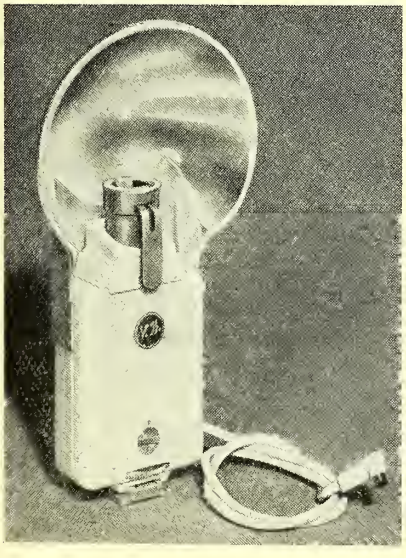
PHOTOGRAPHIC NOTES

Improvements to a Popular Camera. —Since its introduction several years ago, the Kodak Duaflex camera has been popular for its large reflex viewfinder. The makers, Kodak, Ltd., Wealdstone, Harrow, Middlesex, have



introduced an improved model, the Kodak Duaflex model II, in which the big view-finder lens is protected by a metal hood. The hood, when raised, shields light from the finder and increases the brilliance of the picture seen in it. A mirror fixed under the hood makes it possible to use the camera at eye-level. The camera is finished in black enamel and polished aluminium. It takes twelve pictures 2¼ x 2¼ in. on film 620, and has flash contacts to fit the Kodak Duaflex flasholder.

Flashgun for Home Photographers. —An attractive new miniature flashgun, the V.B., probably the smallest and lightest of its kind in the world, is being marketed in Britain by E. Neville Brown & Co., Ltd., 77 Newman Street, London, W.1. Designed by Willy Karig, Cologne, Germany, in conjunction with the Philips organisation, Eindhoven, Holland, it weighs less than 3 oz. and measures 4 x 3 x 1½ in. Its novel parabolic reflector, with an angle of reflection of 55°, ensures an even distribution of light. The flexible lead is fitted with an angle plug to avoid obstructing the viewfinder window on the camera. The V.B. takes PF1, PF3 and PF4 flashbulbs and others of smaller sizes. The usual 22·5-volt hearing-aid battery provides the current. A useful feature, and one that is going to save time in dealing with repairs, is that the electrolytic condenser is plugged in and not permanently wired. Capless bulbs may be used by means of a special adapter free with each flashgun (not supplied separately).



Automatic Dish Siphon. — A small, compact and inexpensive automatic dish siphon introduced by Kodak, Ltd., Wealdstone, has been designed as a convenient device for washing small quantities of negatives or prints. In hard-wearing cream plastic, it is S-shaped in appearance. Its serrated nozzle is connected in use to a length of flexible rubber tubing of ½-in. bore and attached to the water tap. A spring clamp allows it to be clipped to the edge of any standard processing dish, maintaining the water level at any desired height. Hypo-laden water is drained away into the sink.

TRADE NOTES

Withdrawn.—Benger Laboratories, Ltd., Holmes Chapel, Ches, announce the withdrawal of Tubomel ampoules. All packings are discontinued as from September 23.

Sampling Scheme Continued. — Vocalzone, Ltd., 120 Moorgate, London, E.C.2, announce that their nation-wide sampling scheme for Vocalzone throat pastilles is being continued during the coming winter.

Now Taxable.—The Lederle Laboratories Division of Cyanamid Products, Ltd., Bush House, Aldwych, London, W.C.2, announce that their Diamox sodium parenteral, 500 mgm., is now subject to purchase tax.

Sole Distributors to Chemists.— Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1, have been appointed sole distributors to chemists of Dethmor warfarin rodenticide, manufactured by C. F. Gerhardt, Ltd.

Pocket Container Free with Pack.— Savory & Moore, Ltd., 61 Welbeck Street, London, W.1, are now including in each 3s. 9d. size pack of Dr. Jenner's absorbent lozenges a free pocket case for carrying round a few of the tablets.

At National Pharmacy Exhibition. —THE CHEMIST AND DRUGGIST will be exhibiting on stand 16B at the National Pharmacy Exhibition, Victoria Halls, Bloomsbury Square, London, W.C.1, September 19–22. Visitors to the exhibition are cordially invited to call at the stand.

Also in Non-greasy Form.—Ayrton, Saunders & Co., Ltd., Hanover Street, Liverpool, announce that they have made available in a non-greasy form their antiseptic cream. The characteristic pink colour and other essential properties of the original cream are retained. The product is issued in a display outer of 1 doz. cartoned tubes.

Bonus Offers

W. B. CARTWRIGHT, LTD., Rawdon, Leeds. Moorland antacid indigestion tablets and Penetrol brand products. One free packet with every dozen packets ordered. Till September 30.

CHAPPIE, LTD., Melton Mowbray. With special composite case containing 4 doz. Lassie and 1 doz. Chappie, handy sizes; and 1 doz. Meet (at normal price), a 3s. postal order. From September 19.

DAE HEALTH LABORATORIES, LTD., 17 Berners Street, London, W.1. Val-Pak cream beauty-mask. 10 per cent. extra discount on minimum order for three doz. tubes, or sachets, or mixed tubes and sachets.

S. MAW, SON & SONS, LTD., Barnet, Herts (as distributors). Q-tips. Introductory packet containing eighteen Q-tips, one shilling less 33⅓ per cent.

SOUTHON LABORATORIES, LTD., 84 Upper Richmond Road, London, S.W.15. Esobactulin capsules. Thirteen to doz.

VELVET CREPE PAPER CO., LTD., Alperton, Middlesex. Velvet tissue dispenser containing eighteen packets of 100 tissues, six of 300 and five pocket-pack display cartons, value 53s., for 30s. Till November 1.



Display outer for Nestle Colortint distributed by Fassett & Johnson, Ltd. (see *C. & D.*, September 3, p. 246).

NEW PRODUCTS

Veterinary Anthelmintic. — Evans Medical Supplies, Ltd., Speke, Liverpool, 19, have launched a new product, Nemazine (phenothiazine dispersible powder, B. Vet. C., with added copper and cobalt) for use as an anthelmintic. The packs are 1-lb. and 7-lb. tins, each with 5-gm. measuring scoop.

From America. — S. Maw, Son & Sons, Ltd., Barnet, Herts, are distributors of Q-tips (smooth little wooden sticks with swabs of the finest cotton wool firmly fixed at each end). Q-tips have been marketed in the United States for many years. The manufacturers in this country are Q-tips (Gt. Britain), Ltd., Ajax Works, Hertford Road, Barking, Essex.

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TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

Sectionalised Science Sessions?

THERE was some talk during the Aberdeen meeting of the British Pharmaceutical Conference recently of the need for sectionalising the science sessions. The matter was raised because the clock dictated a doubling-up of the Friday morning session in order to complete the discussion of the record number of thirty-one papers accepted for presentation during the week. The division of the sessions caused five pharmacognosy papers to be discussed in one room while a miscellaneous bunch were dealt with in another.

Some such expedient was obviously necessary, and may be again, but we do not consider that the ends of the Conference would be served by a permanent sectionalisation, as some advocate. At Bristol, at the discussions of the British Association at almost the same time, Mr. Ritchie Calder drew attention to the dangers of excessive specialisation by scientists. It was dictated, he said, by the rapid advance of research and the vast literature of their subjects, but he warned that scientists were becoming so busy synthesising nature that they had no time to synthesise their own subject. It is a danger of which pharmaceutical scientists should also be wary.

While, however, necessity apart, we are against the running of simultaneous science sessions, we do consider that the grouping of papers according to their subject is a convenience. During a Conference with so tight a schedule of events, lack of free time becomes a problem, and if any member, closely concerned with only a handful of titles, were to find them scattered throughout all the sessions, he might well sigh for a little more programme planning. So long as the organisers bear that in mind, the opposite danger of over-specialisation and eventual fragmentation may be successfully avoided.

A Part of Culture

MOST of those who attend the annual meetings of the British Association need no conversion to the idea that scientific education is a necessary part of cultural education. In taking it as his text at Bristol recently Professor Bronowski was addressing himself to the wider audience of the public at large, but even more pointedly to the comparatively few (the "pundits") whose philosophy or prejudices have governed, and do govern, so large a sector in the educational set-up. Professor Bronowski was not hostile to the humanities. How could he be, as an author, playwright and literary broadcaster? His argument was for a "balanced and unified" culture, which can never in the future be achieved without a due place being accorded to science. His conception of science was itself more all-embracing even than that of many of his fellow scientists, for it took in "the hot-water system, the air mail, frozen food and the linotype machine."

With his message pharmacists have every reason to associate themselves. Their calling has, within only a generation, evolved from an "art" to a science, and established itself as an academic subject even in some of the universities, which cannot be altogether absolved from perpetuating the notion that a "classics" education is superior to a "modern." In the shaping of pharmaceutical educational policy the Education Committee of the Pharmaceutical Society's Council and its advisers are not in any danger of over-stressing the "figures round the Albert Memorial." The problem for them is just how far in the direction of pure science they must move, while still providing appropriately for the future pharmaceutical requirements of the National Health Service. They can all too easily create "a specialist, a scientist or a technician," to the exclusion of the other two. The greater achievement, as it should certainly be the aim, is an integration of all three, with that addition of other interests that shall make the pharmacist of the future a "universal" man.

Crusade Against Foot-rot

A "TRACT" of an unusual kind has been issued by the Universities Federation for Animal Welfare. Written by Professor W. I. B. Beveridge, of the Department of Animal Pathology, Cambridge, it is far more than a humanitarian rallying-call. Professor Beveridge has been associated with a successful attack on foot-rot in sheep in Australia. His 12-p booklet, after pointing out that glanders, rabies, bovine pleuropneumonia, rinderpest, sheep scab and other animal diseases have been eradicated in Britain, contends that sheep rot could be stamped out if farmers could be persuaded that the disease is not bound to occur when pastures are damp and lush. Research showed in Australia that the cause is a microbe that can be controlled. The main breeding ground of the microbe is the sheep's foot, including the foot of healthy "carrier" animals. The essence of the Professor's plan of eradication is to remove all infected animals and "carriers" (those with hairless, moist skin between the toes) from the rest of the herd. Areas of infection are exposed by paring the hoof, and an antiseptic applied. A 10 per cent. solution of formalin is good, and excellent results have come from the use of a 10 per cent. solution of chloramphenicol in methylated spirit or of oxytetracycline ointment. It would seem, therefore, that chemists in country districts have a special opportunity and qualification for taking a hand in the crusade, which if successful would lessen preventable suffering in sheep and reduce economic losses among sheep-farmers.

Onward from Galen

A CURRENT CAUSERIE

THE centenary of the birth of William Friese-Greene ("inventor" of the cine-camera) which occurred in September was commemorated by, among other things, an exhibition, a "photobiography," at Bristol, his birthplace. The exhibition was arranged by Mr. Reece Winstone, A.I.B.P., A.R.P.S., a Bristol photographer, and it attracted the attention of scientists attending the meeting there of the

British Association. The exhibition recalls a link between Friese-Greene and William Fox-Talbot, the inventor of the photographic negative. They met at Lacock Abbey, the home of the former. When, in 1888, the British Association held its meeting in Bath, which is a near neighbour of Bristol, and in which Friese-Greene had been in business as a photographer, he was invited to give an address to the Physics Section. THE CHEMIST AND DRUGGIST for September 15 of that year comments on an "interesting feature" which must surely have been Friese-Greene's work: "A method of exhibiting illustrations of pond life, which was adopted by some of the local societies and which was much applauded for its effectiveness and simplicity. Three sides of a long room were occupied with what are called transparencies. Brown paper is stretched on frames. Pieces are cut out of the brown paper corresponding with the size of the illustrations, which are painted on tissue paper. Behind the illustrations are gas jets, and the strong light passing through the tissue paper made the objects distinctly visible at a long distance." In the same year the Bath Photographic Society was founded and Friese-Greene lectured there also. In June 1889 he registered jointly with Mortimer Evans, a civil engineer, his basic patent, which was for "an improved apparatus for taking photos in rapid series." Unfortunately, though Friese-Greene became quite wealthy from his work as a professional photographer, all his money was poured into his numerous inventions, and he was not able to operate his patents—which included the first process for colour photography. In consequence, Friese-Greene died a poor man which, it must be admitted, unfortunately, has been the lot of many an inventor.

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THE current issue of *Colonial Plant and Animal Products* (1955.**1**.1) contains a useful survey of the botany, chemistry and medicinal uses of the genus *Rauwolfia*. Though much has been written, especially recently, on the plants and their medicinal ingredients, little can be found in textbooks, or in encyclopædias, about the man, Leonard Rauwolf, after whom the genus was named. An appendix to the article mentions that Rauwolf was born at Augsburg, Germany, probably between 1535 and 1540. Little is known of his antecedents, except that his parents were citizens of rank and apparently well-to-do. As a youth he showed a keen interest in botany and medicine (inseparable subjects at that time), and in due course was sent to study at the University of Montpellier, then one of the leading European centres of medical teaching. His entry into the faculty of medicine is recorded in the archives for 1560. Rauwolf travelled in Italy during 1563, crossing the Alps to see Lucerne, Zurich and Basle. During those wanderings he collected plants and brought home some 600 specimens. By the end of 1564 he had arranged them in three volumes, two devoted to France and the third to Italy and Switzerland. Rauwolf's brother-in-law (Melchior Manlich) was a drug merchant with a warehouse at Marseilles and several ships that plied between there and the Levant. In 1573 Manlich suggested sending Rauwolf to Syria to study at first-hand the various drug plants that his business handled. Rauwolf accepted. Since childhood he had dreamed of visiting the East. From the start he kept a journal, noting incidents of the journey and recording details of plants seen. Rauwolf travelled through Syria, Arabia, Mesopotamia and the ancient lands of Judaea, Assyria and Babylonia, studying and collecting plants. In November 1575 he re-embarked at Tripoli, leaving the ship at Venice and reaching Augsburg in the February 1576. After his return to his native town, Rauwolf was appointed physician at the local hospital. Twelve years later, despite his acknowledged services to the hospital, Rauwolf lost his post and stipend when he refused to apostatise from the reformed religion in favour of Catholicism. Shortly afterwards the Austrians appointed him medical officer at Linz, and later he followed the Austrian armies into Hungary.

NEW BOOKS

Book-keeping for Small Traders

JOHN UNETT, A.C.A. *Iliffe & Sons, Ltd.*, Dorset House, Stamford Street, London, S.E.1. 8¾ x 5½ in. Pp. 178. 12s. 6d. Postage 4d.

TEXTBOOKS on book-keeping are often heavy going for the small trader or manufacturer who needs simply a practical grasp of the subject as it applies to his own business. This new book has been prepared with his needs in mind. Written by an accountant specialising in small business accounts, it explains in non-technical language, and with practical examples, how to operate an efficient book-keeping system for any type of small business. It treats keeping of records, handling cash, dealing with the bank, expenses, depreciation, preparing and interpreting trading accounts, stores records and costing. It gives advice on buying a business and on reconstructing one which has failed.

Retailer's Guide to Trading Law

K. R. BAGNALL, LL.B., and JOHN A. WALL, B.A. *Jordan & Sons, Ltd.*, 116 Chancery Lane, London, W.C.2, and *Shaw & Sons, Ltd.*, 7 Fetter Lane, London, E.C.4. 8½ x 5½ in. Pp. 112. 12s. 6d.

THERE is a dearth of books dealing, from the retailer's point of view, with the legal problems that arise in day-to-day trading and which are common to all trades. This book sets out to make good the deficiency. "Its principal object," states the preface, "is to keep the retailer out of trouble." The first of its six parts discusses trading methods (individual owner, partnership, limited company, etc.; and the second deals with contracts, hire-purchase, and trading liabilities. The next three, rather smaller, parts deal with problems of agency, employees, and leasehold; and there is a concluding section on shoplifting plus an appendix showing forms relating to the disposal of uncollected goods.

Properties of Alginates

R. H. MACDOWELL, M.A., B.SC., A.M.I.CHEM.E. *Alginate Industries, Ltd.*, Walter House, Bedford Street, London, W.C.2. 9 x 7 in. Pp. 47.

ALGINATES have come so rapidly into use for manufacturing purposes varying from thickening lemon curd to "stabilising" bubble toys, and from rendering wallpapers waterproof to ensuring the disintegration of tablets that manufacturers in one industry may well wonder whether they can turn to account the applications of them that have been successful in another. Who better to inform them than the principal producers of the alginates in their various commercial forms? That, primarily, has been the aim of the publishers of the present booklet. General principles are emphasised rather than details of use. For more detailed information the reader is given numerous references in the technical Press or referred to the company's data sheets, of which four relate to pharmaceutical uses of alginates.

The Display of Canned, Packed and Bottled Goods

H. C. MURRILLS, F.B.D.A., F.R.S.A. *Blandford Press*, London. 8½ x 5½ in. Pp. 142. 15s.

IN his opening chapter the author urges the abandonment of normal methods of "window-dressing" in favour of "display," display meaning "The selection of a *single* theme, a careful choice of colours, planned grouping of the goods, and the discriminate use of pictorial and copy matter. . . ." His method of achieving that end is described practically and concisely, and the book is well illustrated with line drawings and photographs. It presents many stimulating ideas, particularly in the chapters on design, colour, and the arrangement of goods in the window. The art of putting over the theme and emphasising the selling points of the goods is also well described. Unfortunately, the reviewer, a retail chemist, has no time to design and execute the type of display described, even had he the necessary artistic taste and manual skill—which is doubtful—to do the job properly. Besides, he is old-fashioned enough to believe that, in general, it pays better to display a variety of goods than to concentrate on solus displays. He would therefore have preferred a book showing him—or better still one of his juniors—how to get the most out of "window dressing." Even so, the book is well worth reading, and certainly comes nearer to the practical requirements of the small shopkeeper than most.

EXTRA PHARMACOPŒIA, VOLUME II

Publication of twenty-third edition

VOLUME II of "Martindale" first appeared in 1912, when the fifteenth edition was divided. It has now reached its twenty-third edition, and has grown to such dimensions that another edition would seem to demand either a drastic pruning or further division, for it would clearly be difficult to include much more material and retain the present format.

The new volume has been completely revised, and many new sections have been added. A glance through the references shows that work published in original papers as late as the second half of 1953 has been incorporated in many of the monographs, and it is stated in the preface that the book also embodies much original work carried out in the laboratories of the Pharmaceutical Society. Indeed, one of the most valuable features of the book is its faithful recording of original references, so that any worker taking it up as a guide to unfamiliar techniques may quickly check with the original work and so save much time and energy and perhaps frustration in the technical library.

A Wide Range of Subject Matter

The book is quite astonishing in the vast range of its subject matter. The first section (pp. 1–446) consists of an analyst's companion to the pharmacopœias and codices. Here, in condensed but lucid style, are to be found the standards and analytical methods for some hundreds of substances. Many, such as the steroid hormones, the more important plant alkaloids and modern synthetics such as methadone, are the subject of monographs in the British Pharmacopœia and British Pharmaceutical Codex. Where that is so brief notes refer to the analytical methods, but attention is drawn to the significant differences, if any, between the methods and those of the United States Pharmacopœia, French Codex, or other standard works. Details are retained of many substances that have now little place in pharmaceutical practice, but which may still be important commercially (quince, red sanders wood, lime flowers, stavesacre and sphagnum are examples). The growing importance of veterinary pharmacy is reflected in the number of sections on drugs described in the British Veterinary Codex. Quinapyramine, for example, and monosulfiram do not normally come before the pharmacist's notice.

The second section (pp. 447–527) comprises notes on modern techniques. A straightforward and not too highly developed account is given of hydrogen-ion concentration, its determination and applications. Most of the information is of a kind readily available in standard textbooks of chemistry, but its inclusion in a handbook designed mainly for analysts is useful. A summary of recent papers on potentiometric analysis in pharmaceutical practice is probably the most useful part of this section. Oxidation-reduction potentials, polarographic analysis, ion-exchange resins, and titrations in non-aqueous media are also summarised. Some valuable tables of data concerning indicators are included. Chromatographic techniques, with adequate practical details, form yet another valuable addition. The microbiological assay of vitamins is accorded a separate chapter, and details of the test organisms, media and procedures are given in a number of tables. The chapter concludes with an account of the methods of computing results.

Food analysis occupies nearly 100 pages. The regulations of the Ministry of Food and of other authorities are summarised, and tables are quoted for the permitted limits of trace metals, preservatives, etc., in various comestibles. Considerable attention is paid to milk analysis. The development of factory-produced foods has led to the widespread use of synthetic colourings and flavours, and a useful summary of the regulations in this country and the United States is to be found on pp. 624 ff. A complete system of water analysis, including its bacteriology, is given on pp. 633 ff., and immediately afterwards appears a system of organic analysis for the identification of compounds. This section alone would form a valuable laboratory manual for both students and practitioners in analytical laboratories. A section on the nomenclature of organic compounds is of great usefulness in these days of rapid advance. The pharmacist, bewildered by the complex names given to new compounds, may here find some light to guide him through the maze. The section is followed by a commendably readable chapter on the relationship between chemical structures and pharmacological activity. This, though short in length, contains many references to modern work in this important branch of pharmaceutical knowledge.

The chapters on sterilisation and disinfectants summarise the modern approach to these matters, and give references to most of the important publications, such as Davis's work on the method of heating with a bactericide, the work of Andrews, Colebrook, Bourdillon and others on sterilisation of air and the prevention of cross infection. Details of methods of sterilising water for drinking and swimming baths are also given.

Though not directly of concern either to the pharmacist or the analyst, radiotherapy, *x*-ray diagnosis, electrotherapy and radiant energy are dealt with in short chapters.

The vitamins are dealt with in a separate chapter describing their functions and properties, but referring to the analytical sections of the book for assay procedures.

The remaining third of the book is devoted to clinical biochemistry. Each subject begins with a statement of the normal values, and proceeds to details of analytical methods. Often several methods are quoted, but critical evaluation of methods is not attempted. In addition to mention of the more common investigations, attention has been paid to published methods for the estimation in blood, urine and other body fluids and tissues of many widely used drugs such as mephenesin, methyl pentynol, opium alkaloids, phenylbutazone, salicylates, etc. These pages should prove a valuable aid in the laboratories of hospitals and other institutions, as well as to workers in forensic laboratories. The section has been thoroughly revised and brought up to date. Methods for estimating the important keto steroids are included.

An old and valuable feature of volume II has been retained in the final section dealing with proprietary medicines. It contains an admirable review of the history of proprietaries, notes on current legislation, and a summary of the Pharmaceutical Society's views on their control, as expressed to the Minister of Health (*C. & D.*, May 17, 1947, p. 565). The formulas of a large number of proprietary medicines are published (pp. 1409–33).

Reputation Enhanced

How can one summarise the virtues of such a compendium? It is not a book so much as an encyclopædia of information on matters related to chemistry, pharmacy and laboratory medicine. Its usefulness will be much wider than the confines of any one of the special disciplines or techniques which are concerned with the treatment or prevention of disease. The new volume II adds to the already impressive reputation of its predecessors, and becomes an indispensable laboratory reference. The editor and staff responsible for its compilation are to be congratulated on so fine a conclusion to their painstaking work over many years.

BRANCH REPRESENTATIVES' MEETING, ABERDEEN, 1955

PROPRIETARY MEDICINES

(*Continued from* THE CHEMIST AND DRUGGIST, *September* 10, *p.* 293)

THE second of the three papers presented at the meeting of Branch Representatives of the Pharmaceutical Society at Aberdeen on August 31 was:—

A Manufacturer's View

H. TREVES BROWN, B.SC., F.P.S.

[ABRIDGED]

I MUST begin with the usual disclaimer. It must not be assumed that either the industry in general or the particular company that employs me necessarily agrees with me.

"Ethical" Proprietaries

I am concerned almost entirely with proprietaries which, in general, reach the ultimate consumer as a result of having been prescribed by a doctor. They are commonly called "ethical" proprietarics, the adjective being applied more precisely to products not advertised to the public. *Prima facie* it should be possible to advertise an "ethical" product—using the word in a sense more akin to its true meaning—in an ethical way, and professional misuse of the word seems to be one reflection of a deep-rooted antipathy to proprietary medicines originating many years ago in quite different economic circumstances.

When doctors depended for their livelihood on the number of patients who consulted them rather than on the number on their lists, the manufacturer who advertised his product to the public was not popular with the medical profession and it was an advantage to the manufacturer—it became a selling point—to be able to tell doctors that a product was not advertised to the public. As part of his professional duty, the pharmacist who took a pride in his work co-operated by dispensing a proprietary in such a way as to prevent the patient from identifying it.

It was to the advantage of all three, and no disadvantage to the patient, that the latter should not be told what medicine he was taking, and "ethical" was the appropriate word to describe the method of marketing the product. It seems less apt to-day, when the doctor is much less interested in whether or not the patient knows what he is taking and the Pharmacopœia and Codex are giving up the use of pharmaceutical Latin nomenclature, the mainstay of the secrecy. While therefore we retain the adjective to describe products not advertised to the public the word may convey quite a different meaning to those outside the medical and pharmaceutical professions; its use could even give to a product an unjustified veneer of respectability.

Antipathy to Proprietaries

Psychiatrists sometimes use a procedure known as free association, in which the patient is asked to speak freely of the thoughts that come to him, the object being to obtain clues to the unconscious complexes present in his mind. I should like, in imagination, to apply a similar technique to the various people interested in proprietaries and see what thoughts spring to mind when the words "proprietary medicines" are spoken. The doctor? Lots of "literature," the cost of his prescriptions and the gentle yet firm criticism of the Regional Medical Officer—with, perhaps, in the background, the faces of his professional colleagues on the Local Medical Committee. The pharmacist? Difficulties in stock-keeping and money tied up in products no longer fashionable. The Ministry? An intractable problem, necessitating a tight-rope walk with the dangers, on the one hand, of falling foul of not always fully informed critics and, on the other, of doing irreparable harm to an essential industry. The politician? Perhaps I may quote one who, having a medical qualification, should have special knowledge of the matter[1]. "The large profits of the big drug firms," and, again: "People in big business who are making these colossal profits." And the manufacturer? Brickbats—with an occasional emollient bouquet. There is one other person who is vitally concerned in this matter but he doesn't know very much about it—John Citizen. Those who make speeches or write letters to editors criticising proprietaries and their manufacturers sometimes reveal at least a suggestion of bias in their approach and perhaps those who speak for the industry are sometimes just a little inclined to special pleading. This meeting provides an admirable opportunity of making an objective study of the matter. In doing so we need not ignore our own particular interests but let us view them in proper perspective.

Pharmacists' Difficulties Exaggerated?

It is not suggested that proprietaries do not cause considerable difficulties for pharmacists, but it sometimes seems that they are made out to be more serious than they really are by a mental approach derived from a background rooted in history and tradition. We all feel in our bones that the pharmacist's job is to prepare medicines, not simply to hand them out. The inevitable trend of less and less compounding of medicines in the pharmacy produces a subconscious feeling of frustration which finds its outlet in an almost instinctive antipathy to proprietaries. Perhaps the feeling is not so strong in post-war pharmacists as in the older ones. The B.P., 1914, contained only about a dozen synthetic organic substances. In 1932 the number was about three dozen, in 1948 (including the Addenda to the 1932 B.P.) about eighty, and in 1953 about 160. In England and Wales, National Health Service prescriptions of proprietary preparations rose from 18 per cent. of all prescriptions in 1950 to 23 per cent. in 1951, 27 per cent. in 1953, and 31·75 per cent. in 1954. Those figures reflect the results of research work most of which has been conducted by the pharmaceutical industry in this and other countries. As well as the active Swiss industry, there are the reviving pharmaceutical industries in Germany, Italy and elsewhere to be reckoned with. Manufacturers know that the pace of progress is now so great that, unless new products are forthcoming from their research departments, their continued existence will be imperilled by a gradual cessation of interest in existing products as they become superseded. It must therefore be accepted as inevitable that the number of useful proprietaries will continue to grow.

Trade Marks and Open Names

I am assuming something which I think is also inevitable—namely that manufacturers will continue to use trade marks for their products. Strictly, a trade mark merely indicates a connection in the course of trade between the goods and the person owning the mark. While the trademark owner tries to use his mark in that way, chemists and doctors tend to use the mark as the name of the product. The difference is important because, while a patent gives protection for about sixteen years, a trade mark can be continued indefinitely by paying renewal fees at intervals. For chemical substances, the law is based on experience during and after the 1914–18 war. For example, the patent covering the manufacture of acetylsalicylic acid had expired, so that firms other than the original discoverers could make the chemical substance, but could not sell it as aspirin because that word was a registered trade mark. The public only knew the substance as "aspirin" and were reluctant to accept assurances that tablets sold under other names were the same thing. In such cases the trade mark enabled a manufacturer indefinitely to prolong the monopoly originally conferred by the patent. As it was considered that the life of a patent gave the inventor a monopoly for a sufficient time to enable him to obtain appropriate recompense for his services to the community in making the invention, trade mark law was altered to provide that, unless a trade mark for a chemical substance is used in association with a suitable name open to public use, and as a brand of the substance, the mark can be removed from the register.[2] The idea behind the requirement was that the non-proprietary name would become known so that, on the expiry of the patent, other manufacturers could enter the field by using the open name. In practice, that object is often not realised. If the compound is still in use when the patent expires, the proprietary name is usually too well established and, indeed, many pharmacists have to translate the non-proprietary name into the proprietary before they can identify the product. Doctors and pharmacists almost always use trade marks as the name of the substance, and perhaps manufacturers do not strongly deprecate the practice, as it helps them to get their trade marks known.

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The provision of the Trade Marks Act that requires a trade mark for a chemical substance to be used in association with a name open to public use usually means that two names come into existence for the substance —the trade mark and the open name. In the past it has happened that those responsible for compiling official books have adopted a third name, but the position in that respect has improved since the British Pharmacopœia Commission introduced the "Approved Names" scheme under which, on request, a new substance is given a name that will be used in the Pharmacopœia if it is decided to make the substance official.

Why Use a Trade Mark?

Critics have sometimes suggested that the use of trade marks is contrary to the public interest, as tending to create a monopoly. The use of a trade mark makes it possible for a manufacturer to advertise his product and, apart from substitution, to which reference is made below, to ensure that his brand is prescribed and dispensed. If he does not utilise to the full the limited facilities provided by Parliament for obtaining a monopoly of the products resulting from his research, the benefit of that research accrues to others. If that result does not soon put him out of business he will certainly soon cease to have resources to undertake further research. Nobody is going to advertise a product which other firms can make and sell.

It is sometimes suggested that, instead of using a trade mark, manufacturers should use a non-proprietary name in conjunction with the initials or name of the maker. The experience of those who have tried it has shown that the prescriber does not trouble to add the indication of the maker—and why should he? A trade mark is usually shorter and more easily remembered than the corresponding non-proprietary name. Non-proprietary names will always be at a disadvantage so long as those who devise them feel bound to follow logical and orderly principles.[3] Another point to be noted is that many substances described in B.P. or B.P.C. monographs are the subject of patents and are obtainable only in proprietary form. The use of a non-proprietary name on a prescription for those products seems to have no particular merit except to make it appear to the Ministry's statisticians that the extent to which proprietaries are prescribed is less than is actually the case. It will be recalled that twenty years ago patented products were not included in the British Pharmacopœia[4] and the change that has taken place is a silent tribute to the contribution to therapeutic progress made by the pharmaceutical industry. Is it too fanciful to anticipate that some day, with appropriate changes in trade mark law, we shall follow the German practice of giving pharmacopœial recognition to proprietary names?

A final reason for using proprietary names which is of vital importance to the industry is that they are essential in export markets, where products can only be sold successfully in competition with the pharmaceutical industries of the rest of the world if there are strong propaganda and a selling drive. The effort must be based on an adequate home market for the product, preferably under the same proprietary name. The truth of that assertion, so obvious to all in the industry, is not always understood by those outside it, but the views of the industry are confirmed by results. The overseas business in medicinal and pharmaceutical products rose from about £12¾ million in 1946 to about £32 million in 1954.[5] The proportion of that turnover which relates to proprietary products is not known, but is certainly large.

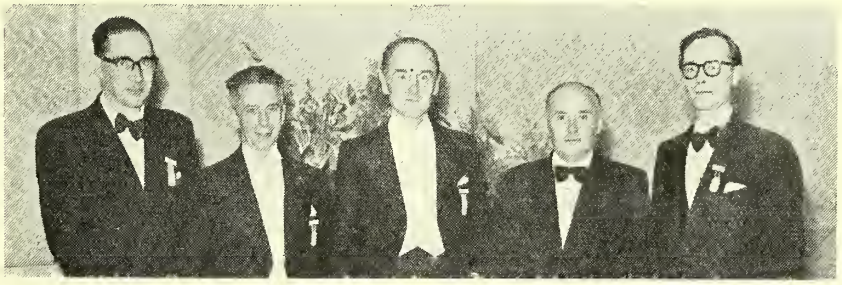
In some countries it is not possible to obtain a patent for a method of making a medicinal substance. That is a manifestation of a widespread but illogical feeling that there is something improper in giving anyone even a partial monopoly of the manufacture of a valuable medicine. I say illogical because the whole object of a patent system is, by granting inventors a monopoly for a limited period, to stimulate the discovery of new things and new methods of making them, and it is just as important to the welfare of the community to apply that stimulus to the discovery of new medicines as of anything else. In this country there is no restriction on obtaining patents for medicines, but the same emotional reaction is reflected in the section of the Act[6] which requires the Comptroller, on application, to grant a compulsory licence in respect of a patent for a food or medicine unless he sees good reason for refusing. That seems a fair compromise. Although the provision has been available for over thirty years it has been virtually a dead letter.

A Monopoly Strengthened

A recent change in patent law considerably strengthened the monopoly enjoyed by the owner of a chemical patent and could well have the effect of making the compulsory licence provision in respect of patents for food or medicine considerably more important. That change is the provision in the 1949 Patents Act for obtaining product patents for chemical substances, thus following American practice. Before the Act it was possible to obtain a patent for a method of making a new chemical compound, and for the compound itself, but only when made by the patented method. Thus a manufacturer who introduced a new drug was protected from competition only so far as he obtained patent protection for methods of making the compound. Anyone who discovered a new method of making the compound was at liberty to do so by his own alternative procedure and, subject to ordinary patent law, to patent it. Under the present Act the manufacturer who obtains a product patent enjoys the sole right to make and sell the compound whatever the way in which it has been prepared and his monopoly is therefore much more complete than it was under the old law. In the Final Report of the Departmental Committee on the Patents and Designs Acts, it is stated[7] that the reasons for removing the previous limitation "do not apply with the same force to substances intended for food or medicine," but no explanation of this view is offered. It is clear that the Departmental Committee intended the licensing provision to be used and so to some extent to offset what would otherwise be a more effective monopoly resulting from the introduction of product patents. It remains to be seen whether the intention is realised.

Doctors' Problems

The antipathy to proprietaries shown by the various interested parties must now be considered in greater detail. It would be out of place for a pharmacist to comment on the arrangements made between the Ministry and the representatives of the medical profession for investigating the cost of prescribing under the National Health Service, but one can appreciate the doctor's difficulty arising from the need to consider, not merely the requirements of the patient, but also the cost of meeting those requirements, and the fact that the cost may give rise to criticism from a third party. Obviously doctors cannot carry in their heads the prices of all the items they may wish to prescribe, and the inevitable tendency in N.H.S. prescribing is to fight shy of all proprietaries, whatever their prices. It is, therefore, in the interest of manufacturers as well as of doctors that prices should be given in advertisements, though that creates problems if the advertisements appear in publications having an overseas circulation.



REUNITED AT ABERDEEN: Mr. J. Spence (centre) 624 King Street, Aberdeen, reunited with four of his ex-apprentices at the Conference ball. They are Mr. J. Conn, Dingwall (1930–34); Mr. A. W. Park, Ilford (1926–29); Mr. J. S. Mills, Harpenden (1928–32); and Mr. R. E. Lees, London, N.W.1 (1944–47).

It must always be remembered that low price is not synonymous with value. As to advertising literature, the manufacturer who endeavours to state the virtues of his product fairly and attractively finds that it pays. Most practitioners know what firms they are prepared to trust, and weed out their mail accordingly.

Pharmacist's Point of View

The pharmacist's antipathy to proprietary medicines appears to arise from three main grievances, real or imaginary:

(1) He may have to keep in stock a multiplicity of brands of, say, tablets of the same chemical compound. This makes his financial investment larger than it need be.

(2) He may find himself left with useless stock, perhaps because a doctor in the neighbourhood has changed to a different brand or given up using the particular substance or combination.

(3) He may find it impracticable to keep in stock all available brands of a preparation. If he requires to dispense a brand he does not carry in stock, that causes delay to the patient and trouble for himself.

Manufacturers recognise that there is substance in such grievances, but are they as serious as is sometimes suggested? More products in total are becoming available — antihistaminics provide an example—but the existence of several brands of the same pharmaceutical product is probably less prevalent to-day than it was during and for a short time after the 1939–45 war.

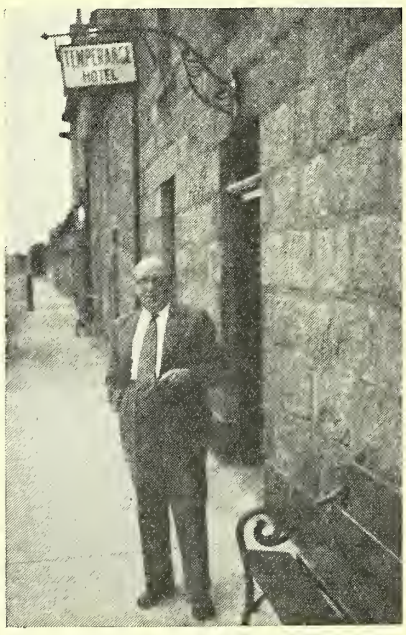
When, shortly before the war, the industry was asked to undertake responsibility in the event of war for the supply of many essential products previously obtained only from Germany, it was clearly in the national interest that more than one British manufacturer should make each product. Consequently several trade names for the same thing tended to appear more or less simultaneously. The "Approved Names" scheme of the British Pharmacopœia Commission was introduced to mitigate the confusion that might otherwise have occurred. Under the war-time compulsory licensing arrangements it was a condition of some at least of the licences that the non-proprietary approved name should be clearly shown on the label. The changed patent law makes it impossible now to make a patented product except under licence. As many new products are the subject of patents, duplication will be less frequent unless the compulsory licensing provision is utilised extensively, As for the chemist being left with stock in hand, one cannot avoid the feeling that the problem could be reduced to negligible proportions with a little effort and ingenuity by chemists themselves, either by closer liaison with the doctor concerned or by arranging an exchange system with chemists in other areas.

"Irritation"

The irritation caused by the receipt of a prescription for a brand which does not happen to be in stock is recognised. Unless the position is squarely faced, the irritation will increase in future, not so much because of multiplicity of brands of the same substance as on account of the growth in the number of different products, usually related chemically, which a doctor can prescribe for a particular condition, and the impossibility for a pharmacist in retail practice to keep them all in stock. To an increasing extent it will become impossible to dispense prescriptions on demand unless they are written by doctors practising in the locality of the pharmacist and unless their prescribing habits are known to him. Perhaps one could add "and unless the pharmacists' stocks are known to the doctors." At any rate the problems discussed can only be solved by a close understanding between pharmacists and doctors.

Substitution

One solution of the problem which pharmacists in retail practice sometimes advocate is that they should be allowed to adopt the long-standing practice of hospital pharmacists of "substitution." The suggestion has received some support from doctors.[8] As an emergency measure, and with the doctor's approval, it may be excusable. In general, unauthorised substitution is unjustifiable because it does injury to the manufacturer of the substituted product by depriving him of the due reward of his efforts. The Linstead report[9] suggests that hospital pharmacists should be authorised to substitute the official equivalent for any proprietary in list A in the National Formulary. That proposal overlooks the fact that a number of B.P. or B.P.C. products are available only as proprietaries and that some of them are available only from a single source. The main objection is one of principle—it entirely ignores the interests of the manufacturers who introduced the products and on whom progress will continue to depend.



Mr. Andrew Officer, Glasgow, outside his temporary "local" during the Conference all-day excursion.

Criticisms about proprietaries by the Ministry of Health and by politicians arise mainly in connection with their supply under the National Health Service. There seems to be a rather vague feeling abroad that the pharmaceutical industry is doing exceptionally well out of N.H.S. Nothing could be further from the truth. A "big drug firm," to use the phrase quoted earlier, makes more profit than a small one, but it by no means follows that the profit margin is greater. Such evidence as is available suggests that the profitability of the pharmaceutical industry is much lower than that of industry in general. The *Economist* publishes quarterly summaries of the financial results of companies. During 1951, 1952 and 1953 the financial results of about 2,500 companies were so summarised. My colleague (Mr. C. L. Parker) has calculated from the published figures that, allowing for some small uncertainties, the average annual profit expressed as a percentage of the capital employed by all those companies for the three years was between 18 and 20. At present, accountants of the Board of Trade are investigating the prices of a number of drugs and medicines, and one such inquiry has been completed. It was concerned with secondary manufacturers of non-proprietary drugs, and with wholesalers. The average annual proportion of profit to capital employed in eighteen companies during the three years 1951 to 1953, calculated on the same basis as the 18 to 20 per cent. quoted above for industry in general, was found to be only 13·6 per cent. That is an overall figure, covering, in spite of the official language, mixed businesses making proprietaries and non-proprietaries and selling them at home and overseas. There is reason to believe that a substantial proportion of the turnover of the companies investigated related to sales of proprietaries. If the overall figure is only about two-thirds that of industry in general, then if it is fair to describe the profits on proprietaries as "colossal," it follows that profits on non-proprietaries are negligible or a minus quantity. More probably the fair conclusion from the facts is that the average profit on proprietaries is reasonable, and on non-proprietary business inadequate.

What is a Reasonable Profit?

What is a reasonable profit—fair to the community and giving the industry an adequate incentive and adequate funds for research? Nowadays so much vociferous attention is directed to monopoly sellers that the no less real problems arising from the existence of a monopoly buyer are almost entirely overlooked. In a well-known U.S. legal judgment[10] it was said that the determination whether prices are reasonable can be satisfactorily made "only after a complete survey of our economic organisation and a choice between rival philosophies." The scope for economy by securing a lower price for proprietaries supplied through the N.H.S. is much

less than appears to be generally realised. One cannot help wondering whether it will not prove more advantageous to the taxpayer and beneficial to the efficiency of N.H.S. when the time comes for the attention, investigation and criticism now directed to the proprietary medicine side of the pharmaceutical industry to be directed to other aspects of the Service.

Parallel with the attention given to the prices of proprietaries by the Health Departments is the continual pressure on doctors to reduce the extent to which they prescribe proprietaries on N.H.S. prescriptions. If, as the industry believes, the prices of the great majority of proprietaries are reasonable, the doctor should be allowed the practical as well as the theoretical freedom to prescribe them.

The Cohen Committee's recommendation[11] that products advertised direct to the public should not be prescribed under N.H.S. was accepted by the Health Departments. The ban seems to me illogical. If a manufacturer truthfully asserts that his product is of value in relieving a certain condition and publishes that assertion to the public, who has gained by a rule which bans its supply on an N.H.S. prescription? If the ban is aimed at the alleged pernicious practice of self-medication, can it not be said that it has the effect of stopping people from going to their doctor? The patient who asked his doctor to prescribe the stomach powder would at least place himself under medical supervision. One way of overcoming the ban is to pack the same product under two names and advertise only one of them. That makes it necessary for the chemist to duplicate his stock, and of course it has the disadvantage for the manufacturer that it means shorter runs in his packaging plant. I doubt if the public is deceived by the manœuvre but apparently all concerned are satisfied with the solution.

Price no Criterion with New Drugs

It will be noted that the Committee does not suggest that price should be taken into account in deciding whether new drugs of proved value not yet standard should be available on N.H.S. prescription. This enables a manufacturer to obtain a higher profit on category 1 products, which is reasonable because, in general, they are the results of his research, the cost of which has to be recouped somehow. While the device is helpful it is altogether too crude an instrument to achieve the absolutely essential purpose with any approach to fairness. If a manufacturer has the misfortune to evolve a new product which attracts the early attention of the compilers of the official books, he can enjoy the advantages of Cohen category 1 for an outside maximum of a couple of years and a minimum of only a few months. That is inadequate.

The Cohen Committee provides the only mechanism existing in this country for the control of proprietary medicines, but it was set up as an economy move rather than as a control. From time to time the question of creating a specific organisation for controlling proprietaries has come under discussion. In many foreign countries proprietaries are subject to some sort of control. If it is desired to prepare a so-called "white list"—a list of products approved by the compilers—the claims made for a product must be taken into account, and the organisation becomes in effect an advertisement control. If the object is to prevent multiplicity of similar products, by refusing to include on the list competitors of products already listed, then its realisation would create monopolies which might evoke as much criticism as the present freedom. So far as conformity with disclosed composition is concerned, there seems no need to set up in this country a special control laboratory. Enforcement of existing legislation is in the competent hands of the Pharmaceutical Society and public analysts. There is no evidence that more control is needed. If it be desired to control duplication or what might be termed unnecessary variants, I doubt if any organisation, however learned its staff, would in practice prove superior to the good judgment of the prescriber. So often new products are only marginally superior to existing ones, and any Committee responsible for listing only products showing improvement would tend to reject anything that was not a marked advance. Yet progress is often achieved by a succession of marginal advances. No doubt products no better than existing products — some perhaps of no value at all—would come on to the market, but they would soon die out—and, after all, even substances which are regarded as sufficiently valuable to be included in the B.P. sometimes lose their reputation in quite a short time.

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2. Trade Marks Act, 1938, section 15 (3).
3. F. Hartley, *Pharm. J.*, 1952, 114, 23.
4. *Addendum*, 1936, *to the British Pharmacopœia*, 1932, p. xiii.
5. Trade and Navigation Accounts of the United Kingdom for the respective years as subsequently amended.
6. Patents Act, 1949, section 41.
7. Cmd. 7206 (1947), paras. 97 to 99.
8. See, for example, Dr. Barnett Stross, *Hansard*, February 28, 1955, col. 1702.
9. Central Health Services Council: Report of the subcommittee on the hospital pharmaceutical service, 1955, paras. 59-61 and 64.
10. The Trenton Potteries case, quoted by H. Smith, *Secretary*, April 1955, p. 165.
11. Second Interim Report of the Joint Committee on Prescribing, 1950, para. 9.

A Retailer's View

BY J. C. BLOOMFIELD, M.P.S.

[ABRIDGED]

FIGURES for the sales of advertised proprietary medicines have remained fairly constant since the introduction of the National Health Service. The inference is that N.H.S. will never entirely, or even to a major extent, replace self-medication.

Success in marketing a "non-ethical" proprietary is dependent upon (1) the form of appeal; (2) the type of ailment; and (3) the type and size of packaging.[1] There is no doubt that exaggerated and blatant claims are fast disappearing through voluntary control.

The Chemists Federation

Pharmacists have never enjoyed a monopoly in the sale of proprietary medicines, other distributive outlets being found in grocery shops, bazaars and chain stores. Increasingly extended distribution of proprietary medicines through non-pharmaceutical channels led in 1935 to the formation of the "Chemists Friends" movement. The scheme was first suggested by a group of Plymouth pharmacists. It envisaged a "black list" of manufacturers, but legal difficulties rendered such a suggestion impracticable. It was quickly seen that a positive approach involving no legal obstacles would achieve greater success. Pharmacists should be encouraged actively to support and promote the sale of proprietary preparations of manufacturers who sold through pharmacists only. The change was therefore made and the Chemists Friends Association was launched. A second great change came when the Chemists Federation, as it then came to be known, formulated standards for the quality of the products and the claims made regarding their use.[2] An apparent weakness in the movement is that the Standards Committee is appointed from among its own members. So recently as 1955 it has been suggested that the Federation would secure higher prestige and more public



THE PIPERS PERFORM: The City of Aberdeen Police Pipe Band marching and piping on the lawns of Garthdee House during the Conference garden party.

support if the committee became independent or if an independent chairman were appointed. The retail pharmacist, too, has a responsibility in the handling of medicines. He claims to be an authority upon them, and endeavours to restrict their sale through pharmaceutical channels for the protection of the public. It is wise to remember that fact when handling certain proprietary preparations whose standards of advertising are open to question.

Another organisation of inestimable value to the economic stability of retail pharmacy is the Proprietary Articles Trade Association.

It is my belief and contention that the abolition of the collective system of resale price maintenance of proprietary articles, unless an equally effective alternative were introduced, would lead to widespread cutting, with disastrous results to the retail pharmacists of this country. The economic stability of retail pharmacy depends upon a system that will ensure fair profits for wholesalers and retailers alike. The number of proprietary items that a retailer is expected to stock is fantastic, and many are carried in single units only. An efficient wholesaler therefore is a necessity.

Under Investigation

In January 1953 the President of the Board of Trade announced that he had, under Section 15 of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, required the Monopolies Commission to submit a report upon the general effect on the public interest of such practices as "exclusive dealing" and "collective boycott." The P.A.T.A. comes into the latter category, and along with the Chemists Federation, which was the subject for investigation under "exclusive dealing," submitted evidence to the Commission. The Monopolies Commission Report[3] was published in June 1955, and on July 13, 1955, it was debated in the House of Commons. The Commons debate was illuminating in many ways. The President of the Board of Trade in his opening remarks said,[4]

"The fixing by manufacturers of the retail price of their goods has been examined on three separate occasions over the last thirty years; by the Committee on Fixed Retail Prices in 1920, by the Greene Committee in 1930, and by the Lloyd Jacob Committee in 1948, and *individual price maintenance has never been condemned by any of these reports.* Manufacturers, distributors, consumers and the trade union movement, all gave evidence that they believed it to be in the public interest. Any Government faced with that evidence would, or should, hesitate before rejecting it, and I certainly do not propose to reject it in the context of this debate" (the italics are mine).

This is clear evidence that the Government is in favour of resale price maintenance as such, and that it is only the method of enforcement which is in question. The Government proposes, first, registration of agreements; and second, an examination and judgment by an appointed tribunal.

In the early stages of the National Health Service proprietary medicines were freely prescribable. Figures have been given which show that, since the commencement of the National Health Service, the prescribing of proprietaries has steadily increased. Those figures prove the fears expressed by the "ethical" proprietary manufacturers early in the scheme to have been groundless. It must, however, be made perfectly clear that the influence of the economy measures and the publicity given to the Cohen Committee recommendations has seriously affected the sales of proprietaries of certain manufacturers. A fact of significance to the retail pharmacist is that the 33 per cent. of all prescriptions covering proprietary products now account for no less than 60 per cent. of the total net ingredients cost in the drug bill. It is apparent that the largest share of the "ethical" proprietary market is in the hands of comparatively few manufacturers.

Problem of Surplus Stock

The fact that the volume of ethical proprietaries prescribed had risen so enormously was bound to have a profound effect upon dispensing practice. The amount of capital a retail pharmacist now has tied up in "ethical" proprietary stock is considerable, and the position is worsening rather than improving. It is customary for a manufacturer to launch a new "ethical" product with a direct mailing campaign to doctors and pharmacists, and to follow it with personal contact. That procedure inevitably leads to the issue of prescriptions, but in the early stages most pharmacists proceed cautiously and order only as and when required. If the demand persists, the pharmacist takes the product into stock. The situation continues satisfactorily until a newer preparation appears, or a representative calls upon the doctor to expound the merits of a rival product, when the first is quickly superseded by the second. Every retail pharmacist is familiar with that cycle of events. As each successive "ethical" replaces the last, more and more money is tied up by the pharmacist in dead stock. To a lesser extent the wholesaler is affected, though he can recoup himself a good deal of his loss because of his wider distribution.

An Exchange of Stocks

Pharmacists can, and do, enjoy helpful co-operation from their medical colleagues, but it is too much to expect that that alone will solve the problem. In Portsmouth, the local Association inaugurated a scheme for the benefit of its members. Each is invited to submit to an organiser a list of "ethical" products, complete or in broken bulk, which are surplus to his requirements. The organiser collates the lists and arranges the items in alphabetical order below the name of the pharmacist who is anxious to dispose of them. The completed list is then duplicated and circulated to all Association members. It is therefore possible to arrange for a good deal of exchange. If other local Associations were to set up similar organisations it would be a practical proposition to exchange "ethical" proprietaries over



GARDEN PARTY. A group of guests enjoying refreshments at the garden party held at Garthdee House, Aberdeen, during the British Pharmaceutical Conference.

a much wider area with more satisfying results.



Mr. A. H. Briggs, Corsham, with Mr. N. J. Van Abbé, Loughborough.

Dispensing Proprietaries

The increase in the prescribing of proprietary medicinal preparations has produced a problem as to the correct method of dispensing them. There is no uniform standard at present. The following points are offered as a basis for discussion on this important aspect of the subject.

(1) Many proprietary medicinal preparations have become well established, with considerable over-the-counter sales, though they have never been advertised in the lay Press. Manufacturers should be willing to vary or change their packaging arrangements in the interests of proper dispensing practice.

(2) Most proprietary ointments are now issued in enamelled tin tubes. The trade or brand name of the proprietary is boldly exhibited and it is impossible to obliterate it with a label. It is a waste of time, money and effort to remove the enamel from the tube with a solvent. An admirable method of packaging would be for the tube either to be white-enamelled with a tear-off label stating its trade name and composition, which could be removed at the time of dispensing, or for the plain tube to be enclosed in a carton with a removable sleeve, which, too, could be taken off at the time of dispensing, leaving a plain white carton for affixing direction details and the name and address of the pharmacy. Those methods are already used with certain preparations, and a general extension should be made.

(3) All technical or medical literature should be removed from packages at the time of dispensing, except where a pamphlet includes specific directions for correct use, as with certain proprietary ear and nasal drops.

Labels

(4) Labels should be removed wherever possible except where the prescriber specifically directs that they be retained. The difficulties of removing all trade marks are too apparent.

(5) Polythene is being used for containers, especially for nasal nebulisers. The remarks made about tubes are applicable.

(6) Manufacturers should cease to emboss the trade name of a product on tablets used for dispensing. The practice is embarrassing, since in many cases doctors do not wish their patients to know the treatment prescribed for them. The practice is obviously designed to foster over-the-counter sales by indirect advertising.

(7) It would be an advantage to all concerned if the date of manufacture could be incorporated on all packages. Certainly it is essential that an expiry date should be given where applicable, but it is not always known, especially with new products, that they may deteriorate on storage. Even in the best organised pharmacies, with efficient systems of stock control, stock that has become out of condition or out-dated is occasionally found.The retail pharmacist is unaware of the length of time the preparation has been held in stock by either the manufacturer or the wholesaler before it reaches him.

(8) Manufacturers should voluntarily and collectively stabilise package sizes. It is fantastic that some manufacturers should pack proprietary tablets in 25's and 500's only, or, more glaringly, 10's and 250's.

(9) A system should be devised to prohibit different manufacturers from marketing the same standard or official drugs under varying trade names. The manufacturer who engages in genuine scientific and medical research should be safeguarded, but it is wrong, when a preparation has been made official, that other manufacturers should make capital out of the position. In one instance several *colours* exist for the same proprietary product, and doctors can make their choice!

Substitution

The points worthy of consideration when deciding whether it would be desirable and/or practicable to permit, when an "ethical" proprietary preparation is prescribed, the dispensing of an equivalent may be summarised as follows:

(1) A pharmacist substituting an official equivalent or alternative proprietary for a prescribed "ethical" preparation is guilty of an offence in law under the Trade Marks and Merchandise Acts.

(2) It is open to doubt whether the same legal objection applies to the same procedure in hospital pharmaceutical practice.

(3) In hospital practice the patient rarely sees his own bed ticket on which prescriptions are recorded, therefore he is not readily aware of the specific treatment for his condition. Substitution may not be apparent to him.

(4) Patients treated under the general medical service have become proficient in the art of prescription reading, particularly where items are written in English instead of the traditional Latin (as with "ethical" proprietaries). They are therefore clearly aware of substitution, should it occur.

(5) In many cases the patient requests, and in certain instances insists, that the doctor shall prescribe proprietary preparations for the treatment of his condition. That attitude is, of course, wrong, but the Ministry shows a singular lack of understanding when it enjoins doctors to refuse to prescribe where no prescription is thought to be needed.

(6) Pharmacists should not be expected to usurp the professional responsibility of the prescriber for the sake of economic expediency.

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1. "The National Health Service, Second Year," Nielsen, p. 26.
2. The C.F. Code of Standards, p. 1.
3. Monopolies and Restrictive Practices Commission, Report on Collective Discrimination (Cmd. 9504), June 1955.
4. Parliamentary Debates (*Hansard*), Vol. 543, No. 27, 1944/5/6.

Discussion

MR. H. GELDARD, Rochdale, thought that Messrs. Treves-Brown and Bloomfield had made a good case for non-substitution, but Mr. Treves-Brown had not made a good case for non-duplication, dismissing it in his paper by referring to cosmetics. All would agree that they must keep a large range of cosmetics, though preparations varying only by smell and colour could hardly be called different. By Mr. Treves-Brown's argument for non-substitution there was no justification for duplication. It implied that the duplicating manufacturer had no proper research organisation and must rely on another manufacturer bringing out a new product which, if good and profitable, was copied. If substitution was wrong, so was duplication.

MR. J. SWAN, Southampton, speaking as a wholesaler, said that after the Oxford Conference he had suggested that, besides a retailer, a manufacturer and a hospital pharmacist, it might be well to add a wholesaler to the readers of papers (hear, hear). The answer had been given that it was assumed that the interests of the manufacturer and wholesaler were one. That was certainly not true. The wholesaler got few opportunities of discussing his own difficulties except among other wholesalers. Mr. Bloomfield had described the wholesaler as an indispensable link in the chain, adding that the number of proprietary items that a retailer was expected to stock was fantastic, and that many of these lines were carried in single units only. He (Mr. Swan) would say that, in the present set-up, at least in big towns, it was the wholesaler who provided the N.H.S. with ethical proprietaries. Although it would not be practicable, it was true in theory that, where those ethical proprietaries were not even stocked in single units but purchased as and when required from the wholesaler, there was a good case for the reversal of discounts.

(To be concluded)



Mr. Jos. Reed, West Ham, with Mr. R. B. Birrell, Glasgow.

BRITISH PHARMACEUTICAL CONFERENCE, ABERDEEN, 1955

SCIENCE SESSIONS

(*Continued from* THE CHEMIST AND DRUGGIST, *September* 3, *p.* 274)

AFTER contributions by Messrs. Sykes and Levin to the discussion on the paper on the activity of mixtures of antibacterial substances (*C. & D.*, September 3, p. 274) MR. KAY replied on behalf of the three authors.

He disagreed, he said, with Mr. Sykes. He considered that the presence of 5-amino-acridine was of value in delaying bacterial resistance to the mixture. With Mr. Levin's comment regarding the assessment of bactericidal values, he agreed. The authors' investigation had been of a preliminary nature, and more work was being done to substantiate the results.

DR. PARKER then read a précis of the following group of papers:—

Characterisation of Penicillin V

G. PARKER, R. J. COX and DOROTHY RICHARDS

METHODS for the rapid assay of penicillin V (phenoxy methyl penicillin) were needed in the course of purifying a sample for use as a reference standard for chemical and biological assays. Pure penicillin V was obtained by dissolving a sample in water by the addition of sodium bicarbonate, and then precipitating by the slow addition of dilute hydrochloric acid. The product's purity, determined iodimetrically, rose to over 100 per cent. Crystallisation from aqueous acetone yielded a product with an even higher purity. Further attempts to purify the sample failed to increase the iodimetric potency, and the material appears to be pure. The sample was dissolved in water. The ultra-violet absorption spectrum was found to contain maxima at 268 mμ and 274 mμ, with a minimum at 272mμ. The molecular extinction coefficient of penicillin V is 1330 at 268 mμ and 1100 at 274 mμ. The ultra-violet spectrophotometric method for the determination of penicillin V is useful for checking the quality of relatively pure samples, but the close similarity of the spectra of the penicillin and its acidic and alkaline inactivation products results in inability to detect small amounts of those products in penicillin V. Large quantities of acidic inactivated material will be detectable, but since the molecular extinction coefficient of alkaline inactivated material is close to that of penicillin V, the presence of large amounts of such material will not be noted. Application of the spectrophotometric method to crude samples, such as fermentation broths and intermediate recovery samples, is similarly restricted. The spectrophotometric assay procedure does enable ready differentiation between penicillin V and penicillin G preparations. Examination of the spectrum of an approximately 0·002 per cent. w/v solution will ensure identification. When penicillin V is hydrolysed to phenoxyacetic acid, the latter is readily converted to the sparingly soluble *p*-bromophenoxyacetic acid. It is a well-defined crystalline compound which can be further characterised if necessary by means of its ultra-violet spectrum. Under similar experimental conditions, there is no precipitate from brominated hydrolysates of penicillin G preparation. The reaction of phenoxyacetic acid derivatives, developed by Freed for the detection of 2:4-dichlorophenoxyacetic acid is sensitive, is rapid to perform, and gives characteristic colours enabling the ready differentiation between penicillin V and various preparations of penicillin G.

From the Distillers Co. (Biochemicals), Ltd., Speke, Liverpool.

Assay of Penicillin V

R. GOODEY and K. N. REED and JOY STEPHENS

IODIMETRIC assays, one method using alkali and another penicillinase as the inactivating agent, were made on various samples of penicillin V (phenoxy methyl penicillin). The purest sample was considered suitable as a reference standard and absorbed 2·46 mils 0·01N iodine per mgm. after inactivation, using the penicillinase inactivation method. A method was developed for the assay of penicillin V in the presence of penicillin G based upon the difference in the rates of inactivation at *p*H2. The greater stability of penicillin V was confirmed microbiologically. A cavity-plate assay method was used to compare the activity of penicillin V in terms of penicillin G against several recognised test organisms. The potency varied according to the strain of *Staph. aureus* and *B. subtilis* used. It is concluded that penicillin V preparations should be assayed against a pure standard of the same penicillin and the potency expressed on a weight basis. Penicillin V was shown to be completely inactivated by penicillinase.

From the Distillers Co. (Biochemicals), Ltd., Bromborough research station, and the Co.'s research and development department, Great Burgh, Surrey.

Paper Chromatography of Penicillin V

JOY STEPHENS and A. GRAINGER

PENICILLIN V is shown to move faster than G on a chromatograph of a mixture of the two, taking the position normally attributed to F(Δ^2 pentenyl-penicillin). The authors point out that V and F chromatographed side by side might show a slight difference in position, but no specimen of pure F was available to investigate that. The much greater stability of penicillin V as compared with penicillin G in the presence of acid, is confirmed.

From the Distillers Co., Ltd., research and development department, Great Burgh, and Distillers Co. (Biochemicals), Ltd., Speke, Liverpool.

Discussion

MR. G. SYKES, Nottingham, suggested that the authors might have found the penicillinase method of assay described at the 1952 Nottingham meeting of the British Pharmaceutical Conference, helpful.

DR. G. E. FOSTER, Dartford, said that there was another aspect besides hydrolysis to be considered in comparing penicillins G and V, and that was absorption.

DR. F. HARTLEY, London, asked how much greater was the stability to acid of penicillin V compared with G. What was the mode of action of the stability?

DR. G. BROWNLEE, London, said that there was an enormous variation between individuals in their absorption of penicillin. What was the British name for penicillin V?

DR. PARKER, replying, said that so far as he was concerned, the British nomenclature was penicillin V although he himself preferred the term phenoxy methyl penicillin. He could not quote exact figures but certain tests had shown that V compared very favourably with G, in rate of absorption and continuous blood levels. He had no suggestions to make about why one penicillin should be more acid-stable than another.

MR. REED said that he had not used the method of assay referred to by Dr. Sykes.

MR. STEWART read the next paper:

Assay of Polymyxins

R. E. A. DREY, G. E. FOSTER and G. A. STEWART

FIVE antibiotics known as polymyxins A, B, C, D and E have now been isolated and characterised by the amino-acids formed from them on hydrolysis. Their development is reviewed and details given of methods for their identification by paper partition chromatography. A plate diffusion method for the assay of polymyxin using *Brucella bronchiseptica,* is described, and also its application to the assay of pharmaceutical preparations containing polymyxin, including polymyxin B sulphate otic solution, and an ointment containing polymyxin B sulphate and bacitracin. The results obtained on samples of the preparations are given in tabular form. Results are recorded to show that the proposed assay method conforms to the general limits of error of the B.P. 1953 for the biological assay of antibiotics. A method for chemical estimation of polymyxin B by gravimetric estimation with phosphotungstic acid, in conjunction with chromatographic examination of the material is described. The proposed method is of limited application should the results of chromatographic examination reveal the presence of more than traces of impurities which give insoluble phosphotungstates, but is applicable not only in the presence of non-nitrogenous substances but also when the polypeptide is accompanied by ammonium salts, nitrates and organic compounds containing one primary amino-group only, such as monoamino-acids, and is also applicable to pharmaceutical preparations of polypeptides as an adjunct to the biological method. The application of the chemical assay to otic solution of polymyxin B sulphate and to tablets of

polymyxin B sulphate is described. It is intended that the chemical assay should supplement and not replace the microbiological assay. In order to obtain the most accurate results it is recommended that the phosphotungstate factor for each batch of polymyxin B sulphate should be determined.

The methods of assay described in this paper deal especially with polymyxin B but they may be extended for use with the other polymyxins. Both the microbiological and phosphotungstate assay have been applied to samples of polymyxin E sulphate with satisfactory results, polymyxin E having been assayed against the provisional British Standard polymyxin B sulphate the potency expressed in terms of units of polymyxin B sulphate. Some preliminary work with bacitracin is also described by the authors in their paper.

From the Wellcome Chemical Works, Dartford, Kent.

MR. T. D. WHITTET, London, said the authors could usefully extend the work to include the study of the stability and keeping properties of those preparations. Such a study would be of great value to hospital pharmacists.

MR. D. JACK, Harrow, said that he had found the strain of *Brucellus bronchiosepticus* used to be very important. With the Burroughs Wellcome strain, assays could be done on solutions containing 100–400 U/mil; with the American strain, solutions containing 25 U/mil could be used. Using the Burroughs Wellcome strain, the results were often non-reproducable.

DR. G. E. FOSTER, Dartford, said that in the United States Pharmacopeia XV, the monograph on polymyxin B employed a standard laid down by the Food and Drug Administration.

MR. D. STEPHENSON, Dartford, said that polymyxin B sulphate in the spray-dried form was stable for many years, it could be autoclaved in aqueous solution with loss of only 10 per cent. Ointments containing polymyxin B sulphate in soft paraffin had been stable for many years, and tablets containing the antibiotic for more than four years. Using soft paraffin, it was desirable to prepare ointments at as low a temperature as possible to avoid decomposition.

MR. STEWART, replying, said he did not need a more sensitive strain of bacteria for that work. American results were comparable with his own.

(*To be continued*)

A Chartered Accountant gives answers to ANY BUSINESS QUESTIONS?

My wife gives me occasional assistance in my business and it would benefit me if I were to "pay" her a salary sufficient to cover all her income-tax allowances and reliefs including rates of tax below the full standard rate. Is there any objection to this?

IF a deduction from income-tax is claimed for salary paid to a wife, she must be *bona-fide* employed by her husband in his business. Her employment may be part-time only, but the services should be genuinely rendered. Payment to her must not be unreasonable, or at what may be held to be an uneconomic rate. It has been ruled, moreover, that there must be satisfactory evidence of a payment actually made, generally in the period to which it is charged. The salary should therefore be duly recorded in the books of the business. The earnings of a wife, whether in her husband's business or elsewhere, rank for reduced reliefs in her own right.

The percentage of gross profit to takings shown in my figures is obviously wrong. Deducting the takings from bankings and allowing for expenses met out of the till, the result should give my drawings so far, but again they are much too high. I cannot account for the excess. It now seems that the "float" with which each day opens has been wrongly included in with the takings, affecting both turnover and drawings. How should I correct the error?

IT would not be advisable to rewrite any of the records. If there is no doubt about the mistake, and its extent can be ascertained, a deduction of that amount from the takings should be shown. How the adjustment is made up should also be indicated. Where a statement of accounts is to be prepared by accountants, they should be told what has happened, as they may wish to reconsider the position independently. The inspector of taxes would also doubtless require to be told, especially where the total difference cannot be arrived at with any certainty. It is my experience that the taxpayer can expect every reasonable consideration from the inspector, though he would insist that in future all drawings should be entered as and when made, together with proper details. He would also expect a daily memorandum to be kept of the total cash in the till. The "float" returned to it would be some safeguard. Whatever system is adopted, it must be observed each day.

The articles of association of a company in which I am interested provide for my appointment as life director. Can I resign or be removed in any circumstances?

A DIRECTOR, "permanent" or otherwise, may resign his office provided he does so in the way set down in the articles. If the articles are silent on the point, he may resign on giving reasonable notice. A verbal resignation which a meeting of the company accepts would be effective, even if the articles provide for resignation in writing. A director who did not, on July 18, 1945, hold office for life, may be removed by an ordinary resolution of the company. Special notice of any resolution of removal would have to be sent to the director concerned. He would have opportunities to make representations to the shareholders at a meeting at which the resolution was to be passed. The removal of a director in that way is without prejudice to any claim that may lie for damages or compensation for breach of any contract of service between the director and the company, if the articles, or service agreement, provide for such a contract. A director is also disqualified from acting if he loses any qualification share he must hold. There are certain offences or acts that may disqualify a director from acting either in law or under the articles of the company.

MEDICAL ABSTRACTS

ERGOMETRINE WITH HYALURONIDASE

IN a series of puerperal patients, Labrum (*Lancet*, 1955. **ii.** 522) studied the effect of intramuscular ergometrine with and without hyaluronidase. He found that with hyaluronidase associated with 0·25 mgm. ergometrine maleate the latent period between injection and contraction is almost halved, the average height of contraction increased by about a third. With doses of 1·0 mgm. the addition of hyaluronidase made little difference to the average latency but increased the average maximum contraction by 53 per cent. The 1-mgm. dose caused unpleasant symptoms, leading the author to comment that the widely used dose of 0·5 mgm. of ergometrine is also the optimum dose.

BLAUD VINDICATED

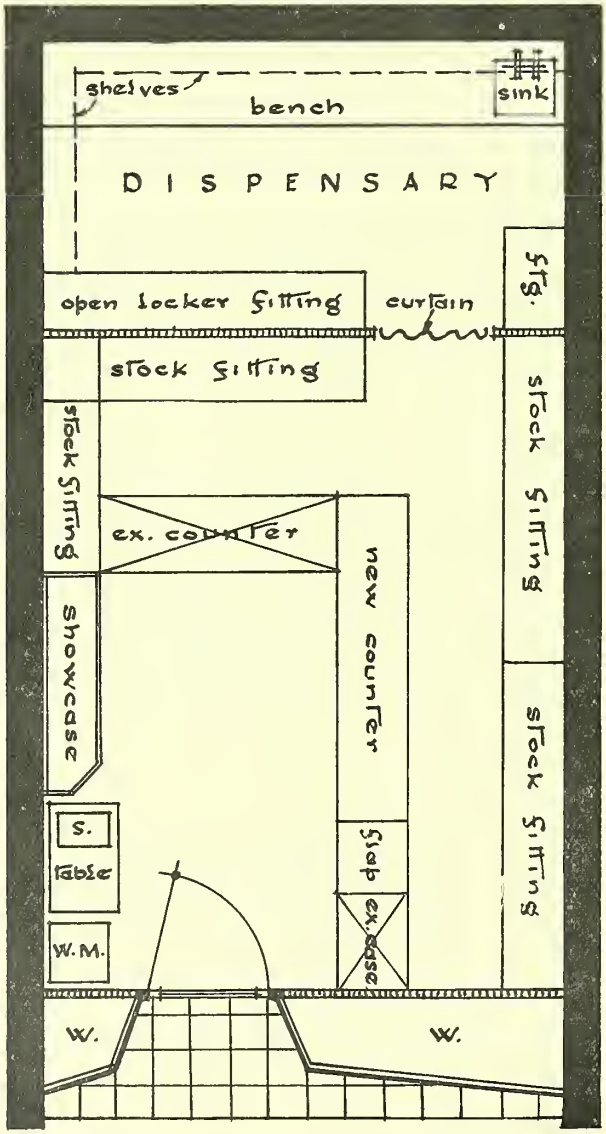
IN a therapeutic trial with four oral iron preparations in the treatment of iron-deficiency anæmia, O'Sullivan and others (*Lancet*, 1955. **ii.** 482) found that ferrous sulphate produced haematological responses of equal magnitude to those from the succinate and gluconate. It was, moreover, effective in 210 mgm. daily, or less than is generally being administered today. Patients refractory to one salt given by the oral route were refractory to all, but they responded to parenteral administration of iron. There was, however, intolerance to sulphate in 13 per cent. of patients, against 4 per cent. for the other two salts. That did not hinder the authors from claiming that the sulphate maintains its position as a satisfactory therapeutic agent. "Ferrous sulphate is much cheaper than the others and equally efficacious."



SHOPFITTING PROBLEM?

WRITE TO JAMES GRIMM

My shop is situated on a main road in a busy shopping district. Near it is a factory that employs up to 2,000 people, mostly women. Railway station and entrance to shipyard and docks are near by. I have only recently taken over the shop, and I am very dissatisfied with the internal arrangements, which give little display, especially of cosmetics. The counter is small and insufficient to deal with rush-hour business. The floor is of terrazzo but in bad condition. The shopfront can hardly be seen; it is overshadowed by buildings on each side. I intend putting in a new front, a sketch of which I enclose, and am trying to make the shopfront appear larger. The greatest length obtainable by removing the partition between shop and dispensary is 22 ft. 6 in., width 10 ft. 9½ in., and ceiling height 10 ft. I would welcome some ideas as to layout, colour, lighting (direct current), etc. I wish to keep the existing 6-ft. x 2-ft. x 1½-ft. showcase and counter showcase 5 ft. x 3 ft. x 1½ ft. and incorporate them in an alternative layout, if possible. I would like some floor covering (colour ?) or tiles, whichever is cheapest. I require more counter space, with some display behind the counters. I could, if required, remove the present partition between shop and dispensary, could widen the proposed front by from 12 to 18 in. by removing part of the solid brickwork shown in the plan. On each side of door there will be a central door, and two windows having one row of shelves each. The expected length, from footpath into the shop, will be about 3 ft. to 3 ft. 6 in. I would welcome any comments or alternatively some design that gives a wider appearance.

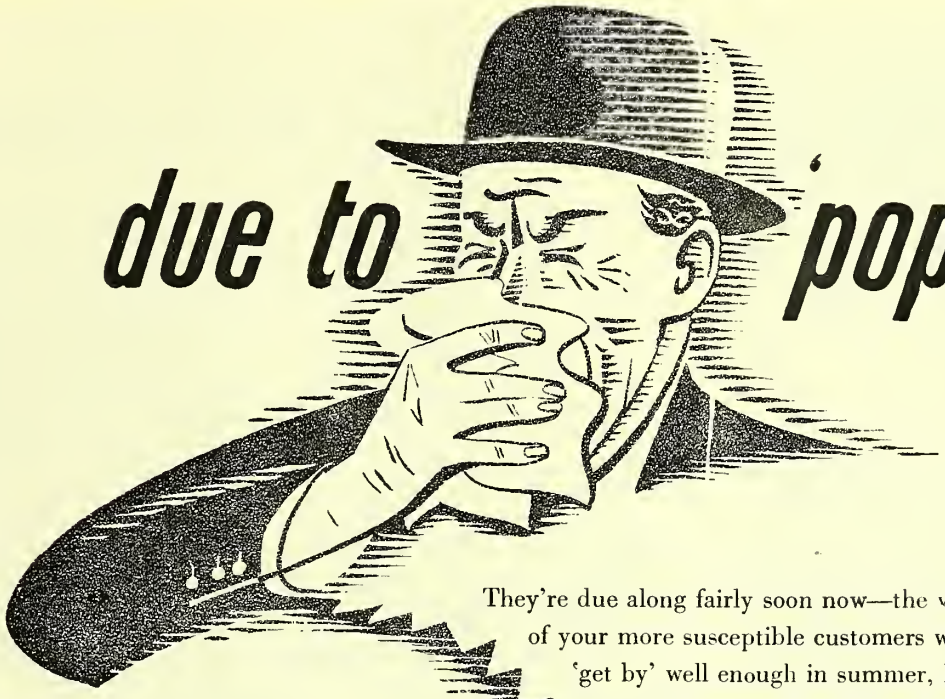


THE plan adjoining shows the shop entrance positioned to the left and lobby depth 2 ft. 9 in. It allows for one small and one large windows, and if desired the larger could be divided internally to create three small windows. Having the door at one side permits a better internal layout than the centre door you suggest. The width of the interior being only 10 ft. 9½ in., it is obvious that a counter service on both sides of the shop is not practical. Placing the entrance door to one side allows an L-shaped service space to be created, thus giving maximum stock-fitting and service counter run. The shop windows would have either hinged or sliding doors for access, and I suggest that the stallrisers should be 27 in. high, and that a transome rail should be introduced at door height (7 ft.), with semi-obscured glass frieze above. The lobby floor and splayed forecourt would be of terrazzo, with coloured plastic inset lines to form the squared pattern shown on plan. The dispensary screen, which runs from floor to ceiling, is 6 ft. from the rear wall. On the internal face of the screen an open locker fitting is shown, while a further small cupboard fitting adjoins the curtained entrance way into the dispensary. On the rear wall a 21-in. wide dispensing bench is shown, with two or three lines of shelves above. In the shop itself, both your existing counter (facing the entrance door) and your showcase (adjoining the window enclosure) have been reused (they are crossed with diagonal lines to indicate that they are existing fitments). A new counter, with flap at one end, completes the service and display run. Behind the counters are stock fittings, positioned as shown. An illuminated display showcase is suggested on the left-hand wall. Directly inside the entrance door on the left is a weighing machine, adjoining a small table carrying a baby scale. The wall surface behind the two fitments could be treated with a mirror in the upper part and decorated below the table level. As you are obviously situated in a busy industrial district, I would suggest a red quarried tile floor, which would give maximum wear and be easiest to clean. As to decoration and colour of interior fittings, it is always advisable where the premises are small to keep the colours light, as that gives a feeling of spaciousness. The fitting should, I think, be of light oak, and any exposed wall surfaces a pastel colour, with off-white ceiling. As the ceiling is none too high, any light fittings used should be kept to a minimum depth, as that will help to create an appearance of height. It is not easy to give advice about fittings for direct current unless I visit the site.

GENTLE HINT

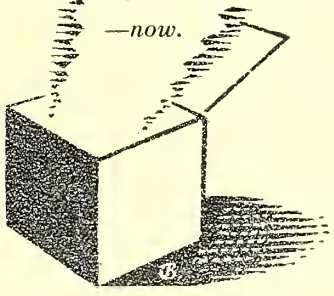
MEMO to the advertising gentry
Who frequently send us a complimentary
Copy of the Press whose message bears
Within its folds, a tribute to their wares:—
OTHERS *may have thrown it out, but* WE
Always read it most assiduously
We may, of course, have glanced the paper through
But MOSTLY *at the half-page you meant us to:*
We're sure you're grateful for our loyalty.
So now you've got a programme on T.V.
We'd hate to think we're left out in the cold,
Especially as our set is getting old
And scarcely worth the cost of adaptation
To tune in to the new commercial station.
We do admire your adverts, we insist
And hate to think of those we shall have missed.
The extra cost?—there'll scarcely be much in it
On top of several hundred pounds a minute.

J. J. HAYTON.



due to 'pop up'

They're due along fairly soon now—the vanguard of your more susceptible customers who 'get by' well enough in summer, but all too easily collect the ailments of tricky between-season weather. And when winter itself really sets in . . . A good word in season is Adexolin—protective vitamins A and D to fortify the body's resistance through its own natural mechanisms. And the time to begin the Adexolin routine is *—now.*



ADEXOLIN

Trade Mark

	Face Price	Trade Price
Capsules	25 2/0d 100 6/0d 1,000 36/0d	18/0d per dozen 54/0d ,, ,, 27/0d each
Liquid	½-oz. 2/3d 2-oz. *5/3d 16-oz. *30/0d	20/3d per dozen *47/3d ,, ,, *22/0d each
	*New	prices

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SIR William Miles Webster Thomas, D.F.C., has been an armoured car driver in East Africa, a stunt flier in Egypt and a motor car manufacturer in Oxford. Chairman of B.O.A.C. since 1949, he has played a notable part in making possible—and making known to the world—Britain's post-war achievements in civil aviation. Recreations: talking about aircraft—and keeping quiet about his occasional 'air shots' on the golf course!

"My Daily Mail" *by SIR MILES THOMAS*

"I'VE READ THE DAILY MAIL for almost as long as I can remember. It's a paper that reads itself, so to speak—by which I mean that its reports and features, on any subject under the sun, are always clearly and interestingly written.

You probably know that I'm rather an air-minded person! So the Daily Mail is a paper after my own heart. It always gives prominence to the latest achievements in the air. It always has—since it sponsored the first cross-channel flight in 1909 and presented Blériot with a thousand pounds for his success. I often think now, when I fly above the Channel, what a well-spent thousand pounds that was!

As a busy man, I particularly admire the way the Daily Mail reporters crystallize and condense news items so that one obtains essential, accurate and memorable information in the shortest possible time."

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, SEPTEMBER 14: Trading in CRUDE DRUGS was again confined to small lots during the week. Although most merchants reported that orders were more numerous than recently, aggregate values were rarely of a sizeable total. The tighter restrictions on financial credit that the bankers have been asked to adopt were thought to be one of the chief reasons for the present small-buying policy, so far as the domestic market was concerned.

Cape ALOES were substantially the same as previously, but COPAIBA BALSAM was easier. A few Aleppy green CARDAMOMS were offered on the spot and a small parcel of good quality COLOCYNTH PULP which arrived, sold quickly at 4s. per lb. Portuguese ERGOT was slightly firmer at 13s. per lb. (up sixpence). Stocks of LYCOPODIUM have been taken up on the spot and replacement offers are well above the former spot value. With little demand from home or overseas the PEPPER market showed further declines, but TURMERIC was dearer on the week's trading. MENTHOL continued to hold its previous gains at origin and spot holders of Chinese material came on the market again at prices in line with the new shipment rates.

The schedules for SODIUM METABISULPHITE and SODIUM SULPHITE were advanced; the ANHYDROUS SULPHITE being increased by £3 per ton.

In ESSENTIAL OILS, LEMONGRASS was a firm market with forward rates up by 3s. per lb. Offers of PENNYROYAL from origin were unobtainable on account, it was believed, of the present unrest in Morocco. Both Mysore and Australian SANDALWOOD continued very scarce, and Australian EUCALYPTUS was none-too-plentiful. Oils which were easier included Chinese ANISE (down sixpence per lb.); LIME (down 2s. 6d.); and PALMAROSA (down 2s.).

Pharmaceutical Chemicals

AMYLOBARBITONE. — B.P.C. is 65s. per lb. for 1-cwt. lots and SODIUM, B.P.C., 70s. per lb.

ATROPINE. — Rates (per oz.) for 16-oz. lots are: ALKALOID, 30s. 9d.; SULPHATE, 25s. 9d.; METHYLBROMIDE, 31s. 9d.

BENTONITE.—Offers of B.P. material are about £70 per ton as to quantity.

CHLORBUTOL.—28-lb. lots are at the rate of 10s. per lb.

CHLOROFORM.—1-cwt. lots in winchesters are 3s. 6d. per lb.; 56-lb., 3s. 6½d. In drums, prices are 3s. 4d. and 3s. 4½d.

CITRIC ACID.—Quotations (per cwt.) for domestic material are 205s. for 1–4 cwt. lots and 200s. for 5-cwt. lots.

EPHEDRINE.—In 100-oz. lots ALKALOID is 7s. per oz.; HYDROCHLORIDE and SULPHATE, 4s. 3d. per oz.

FERROUS GLUCONATE.—B.P.C. is 6s. 6d. per lb. in 1-cwt. lots.

FORMALDEHYDE. — B.P. solution is 37s. 3d. per cwt. for 4-cwt. lots including free drums.

HYDROCYANIC ACID. — Dilute B.P.C. is from 1s. 4d. to 1s. 11d. per lb., as to quantity; Scheeles is from 1s. 8d. to 2s. 3d.

IODIDE.—Resublimed is 17s. 1d. per lb. in 1-cwt. lots. Minimum delivered rate for CRUDE is 22s. 10d. per kilo.

IODIDES. — The current quotations are given below:—

IODIDE	per lb.	Quantity
	s. d.	
AMMONIUM	22 0	28 lb.
ARSENIC TRI- ...	47 6	28 lb.
CADMIUM	22 6	28 lb.
CALCIUM (PLATES) ...	22 3	28 lb.
ETHYL	27 6	28 lb.
LITHIUM	29 0	28 lb.
POTASSIUM	13 7	1 cwt.
SODIUM	16 7	1 cwt.
STRONTIUM	23 0	28 lb.
ZINC	27 9	7 lb.

NIKETHAMIDE. — Prices per kilo are:— 1 kilo, 113s.; 50 kilos, 105s.

OPIATES.—Home trade rates for 4-oz. up to 7-oz. lots including container (non-returnable) are as follows:—CODEINE.—alkaloid, hydrobromide, iodide, 58s. 6d. per oz. (2,063s. per kilo); hydrochloride, sulphate, 51s. 3d. (1,808s.); phosphate, 44s. 9d. (1,578s.). DIAMORPHINE.—Alkaloid, 60s. 3d. per oz. (2,125s. per kilo); hydrochloride, 54s. 9d. (1,931s.). ETHYLMORPHINE.—Alkaloid, 63s. per oz. (2,222s. per kilo); hydrochloride, 53s. 9d. (1,896s.). MORPHINE. — Alkaloid, bimeconate, tartrate, 60s. 6d. per oz. (2,134s. per kilo); acetate, hydrochloride, sulphate, hydrobromide, 50s. 3d. (1,773s.).

PHENAZONE.—Minimum price for quantity is 13s. 10½d. per lb. with usual differentials for smaller lots. 1-cwt. is now 14s. 1½d. per lb.

PHENOL. — Basic price for crystals in drums is 1s. 4d. per lb., and for LIQUID, B.P., 1s. 3¼d.

PHYSOSTIGMINE.—Scarce. Current rates per 1 doz. tubes of 1 gm. are:—ALKALOID, 148s. 5d.; SALICYLATE, 124s. 3d.; SULPHATE, 134s. 6d.

PILOCARPINE. — In 100-oz. (or 2½-kilo) lots prices are: HYDROCHLORIDE, 42s. 6d. per oz. (1,428s. 6d. per kilo); NITRATE, 38s. per oz. (1,340s. per kilo).

POTASSIUM CHLORIDE. — In 1-cwt. lots B.P., is 1s. 6d. per lb.

PROCAINE HYDROCHLORIDE. — 1-cwt. lots are 30s. per lb.

ROCHELLE SALT. — Rates (per cwt.) for powder or granulated material are as follows:—In 5-cwt. lots or over, 200s. per cwt.; 1-cwt., 202s. 6d. SEIDLITZ POWDER ordinary strength is 160s. 6d. per cwt. in 1-cwt. lots.; smalls, from 2s. to 2s. 3d. per lb. Extra strong is 172s. 6d. per cwt., and from 2s. 1d. to 2s. 4d. per lb. for small quantities. Double-strength is 180s. per cwt.; smalls, 2s. 2d. to 2s. 5d. per lb.

SILVER SALTS. — NITRATE in 1,000-oz. lots the price is 4s. 4 15/16d. per oz.; PROTEIN is unchanged at from 36s. 3d. to 42s. 9d. per lb. and VITELLIN, from 68s. 6d. to 76s. 6d. per lb., as to quantity.

SODIUM CHLORIDE. — Re-crystallised is 30s. per cwt.

SODIUM METABISULPHITE. — Granular in 1-ton lots is from £46 2s. 6d. to £50 7s. 6d. per ton according to packing.

SODIUM SULPHATE.—Makers' prices for B.P. range from £10 10s. to £16 10s. per ton as to crystal and quantity.

SODIUM SULPHITE. — Dearer. 1-ton spot lots of ANHYDROUS (48–50 per cent.) are £66 10s. per ton in 1-cwt. drums or £62 5s. in 1-cwt. bags; CRYSTALS, B.P.C., are £31 15s. per ton in 2-cwt. paper-lined bags. Commercial crystals are from £25 5s. to £27 as to packing.

SODIUM THIOSULPHATE. — Makers' price for 1-ton lots in paper-lined bags is £34 15s. per ton.

SULPHACETAMIDE.—Quotations (per lb.) for 1-cwt. lots are 24s. 6d. The SODIUM DERIVATIVE is 30s.

SULPHAGUANIDINE.—Manufacturers' rates for 1-cwt. lots are about 14s. 6d. per lb.

SULPHANILAMIDE.—Manufacturers' rates are from 6s. 3d. per lb.

SULPHOCARBOLATES. — SODIUM PHENOLSULPHONATE, B.P.C. (powder) is 5s. 6d. per lb. in 1-cwt. lots and ZINC, B.P.C., is 5s. 6d.

TARTARIC ACID. — Rates for the home trade are as follows:—10-cwt. lots, 270s. per cwt.; 5–9-cwt., 272s.; 2–4-cwt., 274s.; 1-cwt., 275s.

ZINC CHLORIDE. — B.P.C., cake from 4s. 6d. to 4s. 10d. per lb.; sticks from 5s. 10d. to 6s. 2d. per lb. TECHNICAL, 153s. per cwt.

ZINC SULPHATE.—B.P. in 1-cwt. lots is quoted at 1s. 2d. per lb.; 28-lb., 1s. 5d.

Crude Drugs

ACONITE. — Spot supplies of Spanish *napellus* are now offered at 3s. 6d. per lb., duty paid.

AGAR. — *Kobé* No. 1 is 12s. 9d. per lb., in bond and 14s. 6d., duty paid. Shipment offers are 11s. 9d., c.i.f.

ALOES. — Prime Cape for shipment is 265s. to 267s. per cwt., c.i.f., as to quality. Spot value is about 295s.

ANISEED (STAR). — Chinese is 145s. per cwt. in bond and 138s., c.i.f.

BALSAMS.—Quotations (per lb.) are:—*Canada:* spot offers are now 20s. and for shipment, 19s., c.i.f. *Copaiba,* insoluble is 7s. 9d., and soluble, 8s. 9d., both duty paid. *Peru* is 8s. 9d. in bond. *Tolu* (genuine as imported) is short on the spot at 26s. 6d.; shipment, 26s., c.i.f.; B.P., 17s. 6d., spot.

BELLADONNA. — Root is offered at from 2s. to 2s. 3d. per lb. as to test, and LEAVES about 3s., duty paid.

BENZOIN.—Sumatra block on the spot is from £27 10s. to £32 per cwt.

BISMUTH METAL. — Minimum rate is 16s. 6d. per lb.

CARDAMOMS. — Aleppy greens on the spot are 17s. per lb., nominal; October-November shipment, 14s., c.i.f.

CASCARA SAGRADA.—American 1954 peel is 255s., duty paid. Offers of new-crop remain firm around 240s., c.i.f.

CHILLIES. — Mombasa spot supplies offered at 380s. per cwt. Shipment, 345s., c.i.f.

CLOVES.—Zanzibar on the spot are now quoted at 3s. 1½d. per lb.; prompt shipment, 3s. 0½d., c.i.f.

COCHINEAL. — Black-brilliant is scarce at 32s. 6d. per lb. Peruvian silver-grey is offered about 15s.

COCILLANA. — Bark is now 3s. per lb. on the spot.

ERGOT.—Portuguese on the spot is 13s. per lb.; forward, 12s. 9d., c.i.f. Hungarian, 12s. 6d.; Polish, 8s. 6d.

GALANGAL.—Root is quoted at 75s. per cwt., c.i.f., for shipment, and spot, 85s.

GENTIAN.—Firm. French natural root on the spot is 120s. per cwt., nominal.

GINGER.—African is valued on the spot at 270s., per cwt. and shipment at 265s., c.i.f. Jamaican No. 3 is 375s. on the spot. Chinese, dried, 160s., duty paid.

GUM ACACIA. — Kordofan cleaned sorts on the spot are firm at 147s. 6d. per cwt. and September-October shipment at 140s., c.i.f.

HENNA.—Whole leaf: Indian is 90s. per cwt. for the green; Egyptian, 100s.

HONEY. — Australian light-amber is offered on the spot at from 120s. to 130s. per cwt. and medium-amber, 110s. to 120s. Argentine, 135s.; Jamaican, 145s. ex store.

HYDRASTIS. — Root is 19s. 6d. per lb., on the spot.

JALAP ROOT. — Vera Cruz, powdered, is offered at 4s. 6d. per lb. Brazilian, 12·4 per cent., is quoted at 1s. 10½d. Mexican is unobtainable spot and forward.

KARAYA. — No. 1 gum on the spot is quoted at 340s. per cwt., and No. 2 at 290s.

KOLA NUTS. — African halves scarce at 6½d. per lb. Jamaican offered from 7½d.

LANOLIN. — In 1-ton lots the price of ANHYDROUS, B.P., is from 160s. to 165s. per cwt.; 5-cwt. lots from 162s. to 167s. per cwt. HYDROUS, B.P., is from 140s. to 142s. for similar quantities. All in drums, carriage paid, U.K.

LIQUORICE. — Quotations for Anatolian are 70s. per cwt.; Russian, 57s. 6d. to 65s.; Persian, 43s. to 45s. per cwt. as to quantity, and Chinese, 50s., all for spot supplies. Block juice quotations are 220s. per cwt., on the spot. Italian stick from 310s. to 475s. per cwt., duty paid.

LYCOPODIUM. — Supplies of Russian triple-sifted are exhausted on the spot, forward prices are 7s. 9d., c.i.f., London.

MACE. — West Indian pale blade is unobtainable on the spot; shipment, 9s. 10d., c.i.f.

MALE FERN.—A parcel of Bulgarian is offered on the spot at 50s. per cwt.

MENTHOL.—Chinese is 56s., duty paid, spot, and 53s. 6d., c.i.f.

MERCURY. — Nominal spot value is £92 to £95 per flask of 76-lb. ex warehouse.

MYRRH.—Aden selected sorts are short on the spot with £16 per cwt. now asked. Siftings are from £7.

NUTMEGS. — West Indian 80's quoted at 3s. per lb. on the spot and 2s. 8d., c.i.f., for shipment.

ORANGE PEEL.—Bitter quarters are offered at from 1s. to 1s. 3d. per lb.

ORRIS ROOT. — Florentine for shipment is 270s. per cwt., c.i.f. Spot sellers at 320s.

PAPAIN. — Spot value for East African grade one is from 17s. 6d. to 18s. per lb. Ceylon brown is 12s. 6d. per lb. and white, No. 1, 20s., nominal.

PEPPER.—Market continues weak. White Sarawak on the spot is 3s. 4d. per lb.; September shipment, 3s. 2d., c.i.f. Black Sarawak is 2s. 8½d., spot, with September shipment offered at 2s. 8½d., c.i.f. Black Malabar is quoted at 410s. per cwt. spot; September-October shipment, 330s., c.i.f.

PODOPHYLLUM. — *Emodi* is quoted at 150s. per cwt., ex wharf. *Peltatum* is now 400s. on the spot.

PSYLLIUM.—Indian seeds are quoted at 1s. 1d. to 1s. 2d. per lb. on the spot.

SANDALWOOD CHIPS.—Spot offers of East Indian yellow at 1s. 9d. per lb.

SARSAPARILLA.—Jamaican native red on the spot is about 3s. 7d. per lb. For shipment the price is about 3s. 4d., c.i.f.

SASSAFRAS BARK. — Selected is 6s. 3d. and natural, 4s. 3d. per lb. landed terms.

SEEDS.—(Per cwt.). ANISE.—Cyprian is 270s.; Tunisian, 265s., duty paid. CARAWAY. — Dutch firmer with sellers asking 152s. 6d., duty paid, spot London. CELERY.—Indian is offered at 140s., spot London. The shipment price is 115s., c.i.f. CORIANDER.—Spot remains firm, Morocco, nominal, 95s., duty paid; Danubian or Rumanian, 75s., duty paid. Shipment, Morocco new-crop are now quoted at 70s. to 72s. 6d., c.i.f. CUMIN.—Spot Cyprian sold at 130s., spot. Shipment is firm at 117s. 6d., c.i.f. DILL.—Indian is quoted at 67s. 6d., spot. FENNEL. — Indian in poor demand, 85s. quoted for spot. FENUGREEK.—Morocco continues firm at 65s., duty paid. Shipment is a little easier at 52s., c.i.f. MUSTARD. — English, 70s. to 85s., according to quality.

SENEGA. — Second-hand sellers for shipment at about 21s., c.i.f. Spot value is about 22s. per lb.

SENNA. — *Tinnevelly* LEAVES (per lb.), New wet-crop Prime No. 1, 1s. 1½d., and No. 2, 11d. landed terms for goods afloat; prime No. 3, 8d.; f.a.q., No. 3, 6½d., c.i.f.; PODS, f.a.q., 6½d., c.i.f. *Alexandrian* manufacturing pods, 2s. spot; hand-picked are from 5s. to 8s. per lb. as to quality.

SERPENTARIA.—Spot market almost bare. Offers for shipment at 35s. 6d., landed terms.

TURMERIC.—Madras finger on the spot is 162s. 6d. to 165s. per cwt. September shipment quoted at 157s. 6d., c.i.f.

Essential and Expressed Oils

ALMOND. — B.P. is from 6s. 6d. to 7s. 6d. per lb., as to quantity.

AMBER. — Rectified on the spot is quoted at from 1s. 6d. per lb.

ANGELICA SEED.—Price per lb. is now quoted at 260s.

ANISE.—Easier. Chinese is quoted at 18s. 6d. per lb. on the spot and 17s. 9d., c.i.f.

BUCHU.—Spot is offered at 380s. per lb.

CINNAMON. — From quillings, English distilled is quoted at 30s. per oz. Other B.P. oils available down to 90s. per lb. Ceylon leaf, 12s. 6d. per lb., spot.

CITRONELLA.—Ceylon is 6s. 9d. per lb. on the spot and 6s. 7½d., c.i.f.; Formosan spot is 14s. 3d., c.i.f., and 14s. 9d. on the spot. Java type is not quoted.

CORIANDER.—Russian-seed oil is valued at 95s. per lb.

CUMIN. — Quotations for English-distilled oil are about 77s. 6d. per lb. and imported, 60s.

EUCALYPTUS.—Australian 70 to 75 per cent. eucalyptol on the spot is 5s. 8d. per lb.; 80 to 85 per cent., 6s. 4d. Spanish, 70 to 75 per cent., firm at 5s. 4d., duty paid. Chinese type, 5s., duty paid.

GARLIC.—English is 55s. per oz.

GERANIUM. — Bourbon is firm at 95s. per lb. on the spot.

GINGER. — English-distilled oil is 160s. per lb. nominal, with cheaper grades down to 115s. Imported oils are now 165s. per lb., duty paid.

GINGERGRASS.—Offers are from 30s. to 31s. per lb.

GRAPEFRUIT.—Australian is 14s. 6d. per lb., spot; Californian, cold pressed, 17s., c.i.f., subject to licence.

HYDNOCARPUS.—Spot is about 2s. 2d. per lb.

JUNIPER BERRY. — Imported oils are quoted from 20s. per lb., duty paid. English-distilled is now 155s.

LAVANDIN.—Spot is from 14s. per lb. for original drums.

LAVENDER. — Quiet. 40–42 per cent. linalol on the spot is 80s. per lb., in 5-cwt. lots.

LAVENDER SPIKE. — Spanish is offered at 14s. per lb.

LEMON. — B.P. (4 per cent. citral) on the spot is about 40s. per lb. Sicilian 45s. to 47s., spot; Californian, 28s. 6d. to 43s. 7½d., c.i.f., as to quality, subject to licence.

LEMONGRASS. — Shipment at 12s. 9d., c.i.f. September-October; and spot, 14s. nominal.

LIME. — Supplies of West Indian distilled are offered from 34s. to 35s. per lb. on the spot.

ORANGE. — Spot quotations include: West African from 14s. 6d. and South African, 7s. 3d. For shipment, Californian sweet is 6s., c.i.f., and cold-pressed, U.S.P., 9s. 3d., c.i.f., subject to licence. West African, 12s., c.i.f. Terpeneless is 210s. per lb., spot.

ORIGANUM.—In original containers the price is 13s. to 14s. per lb.

OTTO OF ROSE. — Turkish is £350 per kilo.

NUTMEG. — English-distilled oil is 37s. 6d. per lb. Imported oil is 28s. per lb., duty paid for drum lots.

PALMAROSA. — East Indian is from 62s. 6d. per lb. on the spot and from 57s., c.i.f., for shipment. Madagascar is 55s., spot.

PATCHOULI.—Penang is 56s., duty paid, and 48s., c.i.f.

PENNYROYAL. — Spot is 18s. per lb. nominal. Spanish offers are considerably higher.

PEPPERMINT. — *Arvensis:* Chinese is steady at 34s. per lb. on the spot and 33s. 3d., c.i.f. Brazilian, 32s., spot, and 31s. 6d., c.i.f. Italian "Mitcham"-type oil is from 69s. to 70s., spot, and American, 52s. to 55s.

PETITGRAIN. — Paraguay is quoted for shipment at from 23s. 6d. to 25s. 6d. per lb., c.i.f., and 26s., spot, in cases.

PIMENTO. — English-distilled berry is 165s. per lb.; imported is scarce. Rectified leaf (imported), 27s. 6d. per lb.

PINE.—*Pumilionis* on the spot is from 16s. per lb.; *sylvestris*, 9s. Siberian (*abietis*), 14s.

ROSEMARY.—Spanish oil on the spot is from 5s. 1d. per lb., duty paid, for drum lots.

RUE.—Spot offers are from 14s. per lb.

SAGE. — Spanish is offered at from 8s. 6d. per lb.

SANDALWOOD.—Mysore is 102s. 6d. per lb., on the spot. Very scarce. West Indian is 17s. 6d. per lb.

SASSAFRAS.—Brazilian in 1-cwt. lots is offered at 8s. per lb.

SPEARMINT. — Firmer. Offers of U.S. oil for shipment are about 35s. 6d. per lb., c.i.f. Dutch quoted at 36s., duty paid, and Chinese at 30s.

TANGERINE. — Sicilian is short on the spot at 45s. per lb. landed.

THYME.—Spot is about 10s. per lb.

TITREE. — Small lots are offered at 13s. 6d. per lb.

VETIVERT.—Bourbon in original drums on the spot is 85s. per lb.

UNITED STATES REPORT

NEW YORK, SEPTEMBER 13: FINE CHEMICALS were unchanged in price during the week. Higher per lb. among CRUDE DRUGS was SENEGA at $3·25 (up 25 cents). In ESSENTIAL OILS Floridan ORANGE at 45 cents was down five cents per lb. Also lower per lb. were CHENOPODIUM at $3·70 (down 20 cents); GARLIC, $5·85 (25 cents); natural PEPPERMINT, $6·75 (25 cents), and redistilled U.S.P. peppermint at $7·25 (25 cents). Higher per lb. were GINGER at $16·50 (up 50 cents) and sweet ALMOND at 66 cents (up one cent).

WORLD TRADE

Greece and Russia Trade Agreement.—Under an extended trade agreement between the Soviet Union and Greece, the Soviet Union will supply, among other goods, pharmaceuticals and chemicals to a value of $150,000 in the eighteen months ending December 1956. Olive oil and olives will be supplied by Greece to a value of $750,000.

West German Chemical Industry.—West German chemical exports in the first half of 1955 amounted to about DM. 1,630 millions, about 18 per cent. more than in the corresponding period last year. Exports of basic industrial chemicals, which amounted to DM. 414 millions in the period under review, again represented the largest proportion of total chemical exports. Tar dyestuffs accounted for 8·8 per cent. of total exports, compared with a share of 9·4 per cent. last year. The decline was chiefly a result of lower sales to some countries in Asia and South America, especially Pakistan and the Argentine. The industry's total sales amounted to DM. 6,700 millions, compared with DM. 5,860 millions in the first half of 1954. Production rose by about 10 per cent. in quantity in the first half of this year and provisional results for July showed that overall production was well maintained in mid-summer when output is normally affected by holidays.

U.S. Company's Italian Investment.—The U.S. International Corporation Administration has given a guarantee to Olin-Mathieson Chemical Corporation that the latter's earnings and royalties from an investment in Italy will be convertible into dollars. The investment is also protected against loss by appropriations to the amount of $4,275,900. Olin-Mathieson is developing and expanding its operations in the Mediterranean area through the former E. R. Squibb & Sons division affiliate in Italy, now known as Squibb S.P.A. Olin has acquired 49 per cent. of the stock of Squibb S.P.A. and has also licensed the Italian firm under certain patents.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," August 31

For pharmaceutical preparations and substances for human use (5)
CEPREEN, 741,402, by Harker Stagg, Ltd., London, E.1.

For disinfectants and deodorants (not for personal use) (5)
TEEL, 741,674, by Petama Polishes, Ltd., Ipswich, Suffolk.

For veterinary preparations and substances and medicated preparations for use as nutritional aids by addition to animal feeding stuffs (5)
Device of a bird bearing a trophy, 741,758, by Harkers Veterinary Remedies, Ltd., London, W.1.

For all goods (5)
NILVEM, 741,770, STROMEZ, 742,883, by Imperial Chemical (Pharmaceuticals), Ltd., London, S.W.1. DETTOL, with Chinese characters, 742,758, by Reckitt & Colman, Ltd., Hull, Yorks.

For disinfectants and deodorants (5)
Device of a cameo, 741,970, DYLONAIR, 743,013, by Mayborn Products, Ltd., London, S.E.26.

For medicated ointments and creams (5)
BYLOBALM, 742,281, by Christopher Henry Patrick, Reading, Berks.

For dental preparations (5)
JETRY, 742,633, by Thomas Kerfoot & Co., Ltd., Bardsley, Lancs.

For laxatives (5)
ACTILAX, 742,901, by the Redacting Laboratories, Ltd., Pinner, Middlesex.

For optical instruments and apparatus (9)
HAYNOR BLACK DIAMOND, 737,482, by Haynor, Ltd., London, W.6.

For foot supports, foot arch supports and heel supports, bandages and joint supports, all being contrivances (not medicated) for surgical or curative purposes (10)
SUPINETTE, 720,166, by Supinator Compagnie, Frankfurt, Germany.

For surgical and medical apparatus and instruments all made of rubber (10)
CEYLOCK, 732,802, device of a bird on a bough and the words BI-BI, 732,801, by Lamprecht & Cie. Manufacture de Caoutchouc, S.A., Zurich, Switzerland.

For surgical and medical instruments and apparatus (10)
BROWD, 741,749, by Ardente, Ltd., trading also as Ardente Hearing Service, London, W.1.

From the "Trade Marks Journal," September 7

For all goods but not including artificial manures (1)
AGS, 740,595, by Scheidemandel-Motard-Werke, A.G., Berlin-Spandau, Germany.

For all goods, but not including sweetening materials (1)
TEMPO, 740,635, by Chemische Fabrik Stockhausen & Cie., Bakerpfad, Germany.

For organic chemical products used in industry (1)
CASSELLA, B740,852, by Cassella Farbwerke Mainkur, A.G., Frankfkurt, Germany.

For all goods (1)
PROTOSCOMIN, 740,999, by Glaxo Laboratories, Ltd., Greenford, Middlesex.

For detergents (not for use in industrial and manufacturing purposes) (3)
SUPROL, 739,729, by Sipon Products, Ltd., London, W.1.

For non-medicated toilet preparations (3)
HYDRO MUGAL, 741,379, OSMODOR, 741,381, by Schimmel Boehm, Ltd., London, W.1.

For surface anæsthetics for use in dentistry being goods for sale in the United Kingdom (5)
NEOTOPANOL, 741,292, by Bayer Products, Ltd., Kingston-on-Thames, Surrey.

For pharmaceutical preparations and substances (5)
PIRIEX, 742,088, by Allen & Hanburys, Ltd., London, E.2. SYNTOCINON, 742,105, by Sandoz, Ltd., Basle, Switzerland.

WILLS

MR. A. B. MARTIN, The Ridgeway, Meads Road, Eastbourne, Sussex, who qualified as a chemist and druggist in 1899, left £10,399 (£10,223 net).

MR. E. SAVILLE PECK, F.P.S., 30 Trumpington Street, Cambridge, left £33,115 (£32,047 19s. 5d. net). He left his Egyptian mortars and two Egyptian candlesticks to the Chancellor, masters and scholars of Cambridge University, for preservation in the Fitzwilliam Museum; a collection of pharmaceutical mortars and pestles to the School of Pharmacy, University of London; to the Pharmaceutical Society of Great Britain the remainder of his mortars and pestles and drug jars at 9 King's Parade, and £100 towards providing a suitable case to house and exhibit them, and any other objects presented to the Society by him, and his pharmaceutical chemical and botanical books and papers, and £100 to the Benevolent Fund of the Society.

MR. E. QUANT, Landour, Lower Woodfield Road, Torquay, who qualified as a chemist and druggist in 1889, left £22,697 (£22,363 net).

MR. W. E. SANDERSON, M.P.S., 42 Hackness Road, Newby, Scalby, Scarborough, left £16,682 (£15,572 net).

COMING EVENTS

Monday, September 19

NATIONAL PHARMACY EXHIBITION, Victoria Halls, Bloomsbury Square, London, W.C.1. Open until September 22 (11 a.m. to 8 p.m., September 19–20; 11 a.m. to 9 p.m., September 21; 11 a.m. to 8.30 p.m., September 22).

Tuesday, September 20

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH, Feathers Hotel, The Broadway, Ealing, London, W.5, at 8 p.m. Dr. A. Brunton (Pfizer, Ltd.) on "The Antibiotics and Terramycin." Also films: "Antibiotics and Terramycin"; "An Effective Burns Treatment"; and "Resection of Uretero-pyeloric Junction."

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Grand Hotel, Hanley, at 7.30 p.m. Film evening by Mr. W. P. Richards, M.P.S. Films to include "The Conquest of Everest."

Wednesday, September 21

LIVERPOOL CHEMISTS' GOLFING SOCIETY, Widnes golf club. Competition for the captain's prize.

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Marine Biological Aquarium and Laboratories, Citadel Hill, The Hoe, Plymouth, at 2.45 p.m. Visit.

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH. Outing cancelled.

Thursday, September 22

REIGATE AND REDHILL BRANCH, PHARMACEUTICAL SOCIETY, Nurses' Home, Redhill County Hospital, Earlswood Common, at 8 p.m. Dr. M. M. Glatt, M.D., D.P.M., on "Alcoholic Addiction and its Treatment."

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH. Outing cancelled.

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY, Betty's café, Darley Street, at 7.45 p.m. Mr. C. L. Clarke (Kodak, Ltd.), on "The Fun of Photography."

INTERNATIONAL PHARMACEUTICAL FEDERATION GENERAL ASSEMBLY LONDON, 1955

THE WEEK'S EVENTS

Sunday

SENATE HOUSE, London University, 10 a.m. to 8 p.m. Registration of delegates. At 3 p.m. Medicinal plants subsection.

Monday

FRIENDS' HOUSE, Euston Road, N.W.1. At 9.30 a.m. Official welcome by Minister of Health and president of the Pharmaceutical Society. At 10 a.m. Address by Federation president. At 10.30 a.m. Official opening of exhibition: "Products of the Pharmaceutical Industry." At 7.30, World Union of Societies for the History of Pharmacy. Open meeting. Presentation of George Urdang medal.

WELLCOME BUILDING, Euston Road, N.W.1. At 10.30 a.m. Official opening of history of pharmacy exhibition.

Wednesday

FRIENDS' HOUSE. At 9.30 a.m. and 2.30 p.m. University (scientific) section.

SENATE HOUSE. At 9.30 a.m. and 2.30 p.m. Section of hospital pharmacists. Section of manufacturing pharmacists. At 10 a.m., Press and documentation section.

FESTIVAL HALL, South Bank. At 8 p.m. Concert.

Thursday

CENOTAPH, Whitehall. At 9.30 a.m. Section of military pharmacists. Laying of wreath.

FRIENDS' HOUSE. At 9.30 a.m. University (scientific) section.

SENATE HOUSE. At 9.30 a.m. Press and documentation section. Medicinal plants subsection. At 10 a.m. Section of military pharmacists.

FROM SOUTH BANK. At 1.15 p.m. Excursion.

Friday

FRIENDS' HOUSE. At 9.30 a.m. and 2.30 p.m. General assembly. At 4.30 p.m. Closing session.

GROSVENOR HOUSE, Park Lane. At 6.30 for 7 p.m. Banquet and ball.

PRINT AND PUBLICITY

Commercial Television

ASPRO, LTD., Slough, Bucks: Aspro. London station. Between 7.30 and 8 p.m. or 8.30 and 9 p.m., on alternate Saturdays.



" Still " depicting relief of " mother " (after taking a cup of tea and Aspro) in film " Mother's Busy Day " in T.V. programme booked by Aspro, Ltd., Slough.

BEECHAM FOODS, LTD., Royal Forest factory, Coleford, Glos: Ribena. London station. Between 4.30 and 5 p.m. for one minute on October 2.

BEECHAMS PHARMACEUTICALS, LTD., St. Helens, Lancs: Beecham's pills. London station. Between 10 and 11 p.m. on Friday evenings. Beecham's powders. London station. Tuesday evenings and week-end late evening spots.

CHAPPIE, LTD., Melton Mowbray, Leics: Kit-E-Kat. London Station. Between 7 and 7.30 p.m. for 15 seconds on October 8.



" Still " from film featuring Mrs. Kit-E-Kat and her kittens in T.V. " spot " booked by Chappie, Ltd., Melton Mowbray, Leics.

THOS. CHRISTY & CO., LTD., North Lane, Aldershot, Hants: Yaxa. London station. On afternoon of October 8 in " Home with Joy Shelton " programme.

COTY (ENGLAND), LTD., 3 Stratford Place, London, W.1: Coty cream powder. London station. Between 10 and 11 p.m. on September 22.

COUNTY LABORATORIES, LTD., County Building, Honeypot Lane, Stanmore, Middlesex: Amami wave-set. London station. Between 10 and 11 p.m. for one minute on October 6. Brylcreem. London station. Between 10 and 11 p.m. for one minute on October 5. Silvikrin shampoo. London station. Between 3.30 and 4 p.m. on October 2.

COW & GATE, LTD., Guildford, Surrey: Cow & Gate foods. London station. Between 7 and 8 p.m. and 8 and 10 p.m. for one minute on Tuesday evenings.

E. R. HOWARD, LTD., Howard House, Ipswich, Suffolk: Topps silicone furniture cream. London station. At 4 p.m. for two minutes on October 1 in " Home with Joy Shelton."

RICHARD HUDNUT, LTD., Power Road, London, W.4: Egg shampoo. London station. September 24.

HUDSON & KNIGHT, LTD., Tudor Street, London, E.C.4: Knight's Castile soap. London station. Between 7 and 8 p.m. or 9.30 to 11 p.m. on October 8.

MACLEANS, LTD., Brentford, Middlesex: Fynnon salt. London station. Between 10 and 10.30 p.m. on October 9. Yeast Vite. London station. Between 9.30 and 10 p.m. on October 2.

MAX FACTOR HOLLYWOOD & LONDON (SALES), LTD., 16 Old Bond Street, London, W.1: Creme Puff. Between 8 and 9 p.m. for one minute on September 25 and October 2.

MILES LABORATORIES, LTD., Bridgend, Glam: Alka-Seltzer. London station. Between 10 and 10.30 p.m. on October 8.

PRETESTED PRODUCTS, LTD., 119 Coldharbour Lane, London, S.E.5: Rise shaving lather. London station. Between 7 and 8 p.m. on September 24 and October 1.

Advertising Campaigns

F. W. HAMPSHIRE & CO., LTD., Sunnydale, Derby: Zubes cough mixture. In national daily and Sunday newspapers, *Woman's Own* and *Reveille*.

POND'S EXTRACT CO., LTD., Wadsworth Road, Perivale, Middlesex: Pond's cold cream. Half-page in *Daily Express* soon.

C. & D. WEEKLY LIST OF PRICES

A=Advanced; R=Reduced; I.R.P.=Inclusive Retail Price; *=Tax 25 per cent.; †=Tax 75 per cent.

BOOTS PURE DRUG CO., LTD.

		Each		
Histostab cream 1-oz. tube		1 10	**2 9**	
(The above pack has been reintroduced from September 13.)				
(From September 5)				
Viules:				
Cobastab 100 6 x 1 c.c.		3 2	**4 3**	*R*
Procaine penicillin G (oily suspension)				
0·3 mega unit	6	6 0	**9 0**	*R*
	100	96 0	**144 0**	*A*
0·6 mega unit 6 x 1·5 c.c.		8 0	**12 0**	*R*
100 x 1·5 c.c.		129 4	**194 0**	*R*
0·9 mega unit	6	10 6	**15 9**	*R*
	100	171 0	**256 6**	*R*
Lobeline hydrochloride, B.P.C. (3 mgm. per c.c.)				
6 x 1 c.c.		5 2	**7 9**	*R*
100 x 1 c.c.		69 0	**103 6**	*R*
The above change has effect from September 8.				
Stabillin oily 1·25 mega unit		2 3	**3 4½**	*R*
3 mega units		4 9	**7 1½**	*R*
Tabillin 0·4 mega unit	10	3 4½	**5 1**	*R*
	100	29 4	**44 0**	*R*
0·5 mega unit	10	4 2½	**6 4**	*R*
	100	36 8	**55 0**	*R*
Cobastab 100 6 x 1 c.c. ampoules		3 2	**4 3**	*R*

DUNCAN, FLOCKHART & CO., LTD. (from September 12)

Caffedrin†	4 oz.	3 4	**5 10**	*R*
dispensing pack	16 oz.	10 0	*R*	
dispensing pack	90 oz.	50 0	*R*	
Decilderm ointment	1 oz.	1 8	**2 6**	*R*
	1 lb.	16 8	*A* **25 0**	
(The above retail price is a new price.)				
Hacmamol				
dispensing pack	2 oz.	2 6	*A*	
dispensing pack	1 lb.	6 8	*A*	
Haemocones*	12	3 4	**5 10**	*R*
dispensing pack	48	11 8	*R*	
Pectex*	4 oz.	1 8	**2 11**	*A*
dispensing pack	16 oz.	5 0	*A*	
dispensing pack	90 oz.	20 0	*A*	
Xylocaine viscous	150 mils	9 2	*A*	
Somnased tablets				
dispensing pack	100	10 0	*A*	
dispensing pack	500	40 0	*A*	
Xylocaine hydrochloride 4 per cent. solution				
	25 mils	4 2	**6 3**	*R*

LEDERLE LABORATORIES DIVISION CYANAMID PRODUCTS, LTD. (additions of purchase tax)

Diamox sodium parenteral*			
	500 mgm.	31 6	A

S. MAW, SON & SONS, LTD.

	Doz.		
Q-tips	8 0	**1 0**	

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD. (to trade from September 12; to public from October 10).

Embequin 0·3 gm.	100	**11 6**	
0·3 gm.	500	**52 6**	
Thalazole suspension	4 oz.	**9 9**	
	40 oz.	**92 6**	

P.A.T.A. PROTECTED LIST

(Prices notified this week by the Proprietary Articles Trade Association.)

SCOTT & BOWNE, LTD. (from September 1)

Scott's emulsion* medium	30 5	**3 10**	*A*
large	51 11	**6 6**	*A*

Special parcel terms: Orders of 45s. and over are charged at 28s. 5d. and 48s. 8d. per doz., plus purchase tax, but must be for original case of 1 or 2 doz. medium or ½ or 1 doz. large.

STEWART, GOODALL & DUNLOP, LTD. (new size)

Nucta Blue Satin shampoo*		
2 oz.	12 0	**1 9**

NEW PRODUCTS AND PACKS

AYRTON, SAUNDERS & CO., LTD.

Ayrton's antiseptic cream, non-greasy*	11 0	**1 9**

EVANS MEDICAL SUPPLIES, LTD.

	Each	
Nemazine 1 lb.	7 4	**11 0**
7 lb.	45 4	**68 0**

C. & D. RETAIL AND DISPENSING PRICE LIST

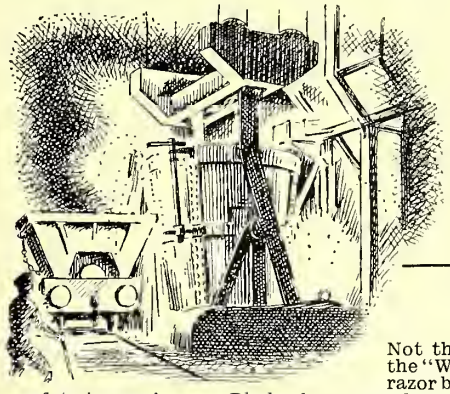
Cost d.	Cost per	Item	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
138	500 gm.	Alcohol lanæ, B.P.	4 6	1 3	0 2½
104	5 gm.	Atropinæ sulphas ... ...**S1. (4)**	per	gr.	0 3½
141	100 gm.	Balsamum tolutanum	—	5 8	0 10
186	500 gm.	Camphora natural.	5 11	1 9	0 3
57	500 gm.	Cetaceum	1 11	0 7	0 1
74	100 mils	Ext. grindeliæ liquidum, B.P.C. ...	—	3 0	0 5
81	100 mils	Ext. rhei liq.	—	3 3	0 6
99	500 gm.	Karaya pulv.	3 3	0 11	0 2
16	dr.	Oculent. atropinæ ... ...**S1. (5)**	per	tube	2 4
18	dr.	Oculent. physostigminæ ... ...**S1. (5)**	per	tube	2 8
69	10 gm.	Ol. coriandri	—	—	4 0
30	25 gm.	Phenolphthaleinum	—	5 0	0 9
42	0·1 gm.	Physostigmina ... ...**S1. (4)**	per	gr.	4 0
39	25 gm.	Piperazina, B.P.C.'34	—	6 6	0 11½
45	500 gm.	Potassii chlorat. pulvis pur.	1 6	0 5	0 1
57	500 gm.	Ung. alcohol. lanæ	1 11	0 7	0 1
138	250 gm.	Ung. methyl. salicyl. co.	9 0	2 8	0 5
126	500 gm.	Zingib. rhiz. Jam.	4 1	1 1	0 2
150	500 gm.	Zingib. rhiz. Jam. pulv. opt.	4 10	1 4	0 2½

The bold letters and figures at left of dispensing price relate to the classification of poisons in THE CHEMIST AND DRUGGIST *Poisons Guide*.

Sleep Sweeter
BOURNVITA



Made by **CADBURY**



BLADES FROM SHEFFIELD ... *but overalls from Gardiner's*



Not the "United" or the "Wednesday", but razor blades, of course—safety in numbers ... Blades for young shavers and old ones, too. Blades for the sweeping clean of cheeks and chins ... But Overalls from Gardiner's—protective wear for the keeping clean of clothes and the keeping-up of personal appearances. Surface wear to save the surface of the underneaths! Please write for our comprehensive catalogue and price list.

Illustrated left. Style C.66. Ladies' Rayon Overalls in colours: Mid and Light Green, Grey, Navy, Beige, Light and Mid Blue, Cream, Pink, Maroon, Fuchsia Pink and White. SW **29/6**, *W & WX* **30/4**, *OS* **32/11**.

Illustrated right. Style C.67. Ladies' Poplin Overalls with wide overlapping skirt. Colours: Pink, Lavender Blue, Light Green, Cerise, Heliotrope and White. SW **31/-**, *W & WX* **33/11**, *OS* **34/11**.

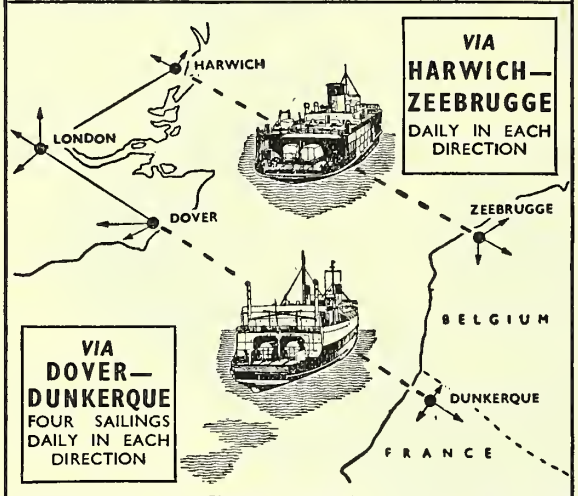
Post orders 1/3d. extra.

Gardiner's

THE OVERALL SPECIALISTS

Gardiner & Co. (The Scotch House) Ltd., 1, 3 & 5 Commercial Road, London, E.1. Tel: BIShopsgate 6751/3

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every time!

Yes, customers young and old ask for Thermos when they want a vacuum flask (or a jug or a jar) . . . because Thermos is the original vacuum flask, the most efficient, and—in the long run—the cheapest. *All Thermos flask models now have the new easy-pouring lip.*

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Everything that really counts

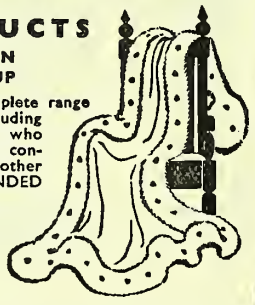
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Non Allergic
BEAUTY PRODUCTS
THE SAFETY FACTOR IN EVERY DAY MAKE-UP

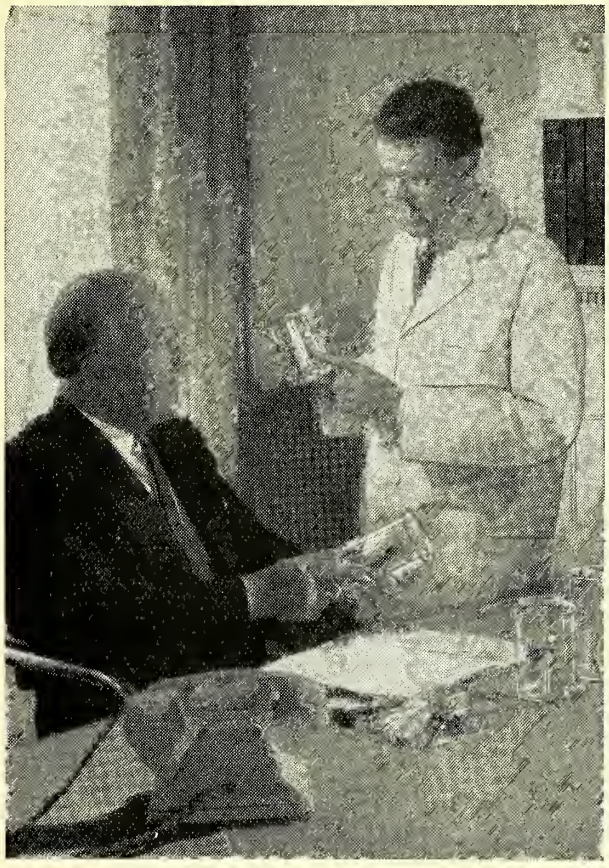
Queen beauty products form a complete range of toilet and beauty preparations, including lipsticks, specially for those women who have sensitive skins. Queen products contain no orris in any form, nor any other skin irritants AND ARE RECOMMENDED BY THE MEDICAL PROFESSION.

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'they are so much stronger, and last so much longer'

'How is that?'

'Well you see, Sir, because of their low coefficient of expansion, they can be made of much thicker glass. Wafer-thin beakers are so easily broken that we save pounds a year in the lab. by using PYREX!'

Yes indeed! 'PYREX' borosilicate glass beakers and flasks are robust and shock-resisting. Heat and acid-resisting too. Coefficient of expansion $3.2x10^{-6}$ . . . almost nothing.

'PYREX' brand laboratory glassware is made only by James A. Jobling & Co. Ltd., Sunderland

Large new catalogue FREE
Send name, address and position in firm

MADE IN ENGLAND PYREX REGD TRADE MARK

JAMES A JOBLING & CO LTD
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THE ONLY MAKERS OF 'PYREX' BRAND GLASS IN THE UNITED KINGDOM

NOW is the time to SELL!



The PIFCO VIBRATORY MASSAGER for winter ailments

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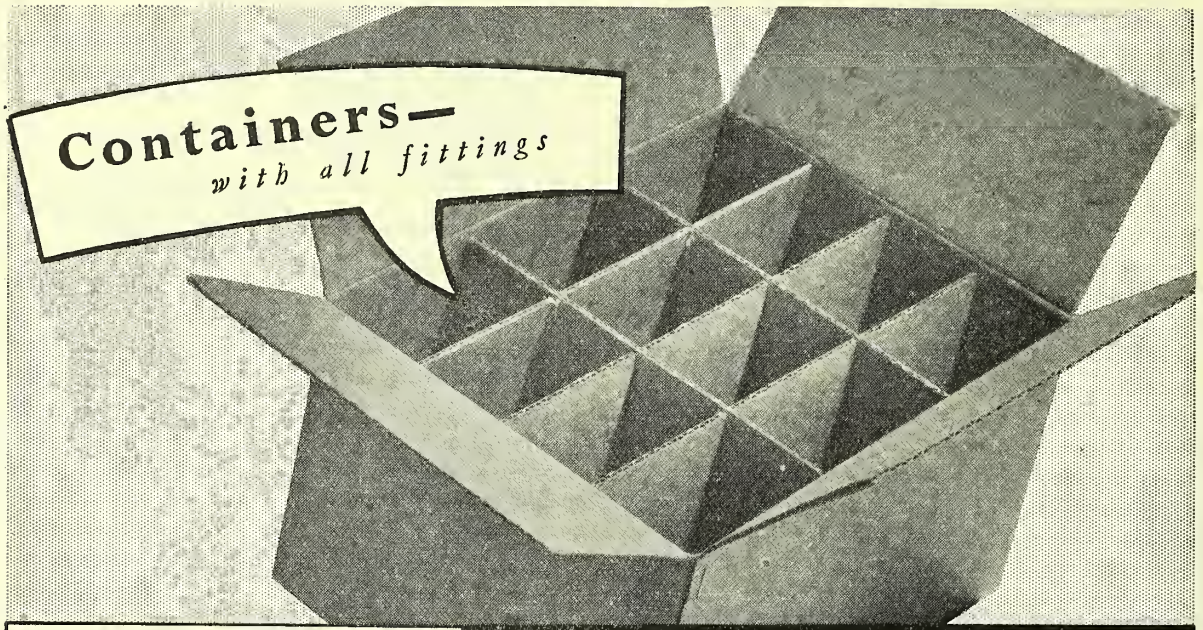


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As advertised in the leading women's journals!

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BARRIER CREAMS

— the invisible glove

On any job where hands are exposed to grease and grime or wet chores, Rozalex barrier creams, smoothed on before work, will keep hands healthy and clean.

R.SO



No. 1 for DRY WORK
tube **1/8** tin **2/4½**
No. 8 for WET WORK tube **1/8**
(*Prices include P.T.*)

ROZALEX LIMITED, 10 NORFOLK STREET, MANCHESTER 2

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Retail sales are handled quickly and accurately with the aid of a GLEDHILL Cash Register. The amount spent is shown to the customer and is also in sight on your side of the counter. Every cash transaction is clearly recorded and the sum total of takings is available at any time. Installation of a Gledhill Register is a sign of more sales in sight.

Five types, including a model suitable for your business, are illustrated and described in the Catalogue which will be sent on request.

Don't guess—get a Gledhill

British made for 60 years
HIRE PURCHASE TERMS AVAILABLE
G. H. GLEDHILL & SONS LIMITED. 28 TRINITY WORKS, HALIFAX.

TRESS Sales are mounting-week by week...

STOCK IT...
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SEE HOW IT SELLS!



TRESS

The new kind of wave-set that sets the pace for wave-set sales

TRADE PRICE 14/4d. per doz. 75% Tax

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The new brush-on hair beautifier for dry and broken hair

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HAIR COLOUR RINSE

TRADE PRICE 6/2½d. per dozen cards. 75% Tax
RETAIL PRICE 1/2d. per card of two rinses

GOLDEN LTD., *Now at* 7 GROSVENOR STREET, LONDON, W.I. HYDe Park 1671

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Science's newest and deadliest killer



★ Perminex Gamma BHC is a powerful killer of all insect pests.
It is recommended for all forms of pest control in the garden and the house.
★ It is attractively packaged, can be stored with safety and there is no fear of deterioration.
★ A patented blower in the bottom of each tin ensures easy application.
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A national press campaign for Perminex BHC includes Radio Times · News of the World People · Daily Mail · John Bull · Illustrated Everybody's and gardening magazines

PERMINEX ***GAMMA BHC***

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KILLS AND GOES ON KILLING
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SCOTT & TURNER LTD., ANDREWS HOUSE, NEWCASTLE-UPON-TYNE

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Drug Extracts for all purposes

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Also RODINE WARFARIN CONCENTRATE

.....are more than half sold before you put them on your shelves

There's no gamble in stocking Rodine Products. They have been recognised for generations as the most reliable of all rat killing preparations. Regular advertising and dealer aids ensure regular demand.

Make sure you have adequate stocks of these profit making lines.

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There's no risk in ordering Rodine

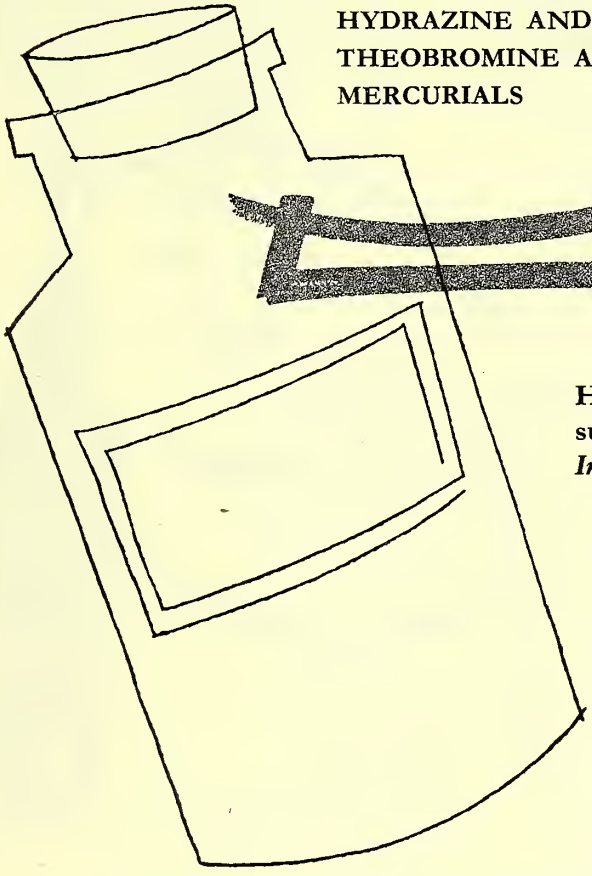
Thos. Harley Ltd., Rodine Works, Perth, Scotland

Whiffens for fine chemicals



Here are a few of the fine chemicals available from Whiffens:—

ALLANTOIN • CAFFEIN AND SALTS
AMINOGUANIDINE BICARBONATE
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However you use chemicals be sure that they are the finest available. ***In fact, Whiffens.***

WHIFFENS
Industrial and Pharmaceutical Chemical Division of Fisons Ltd.

fine chemicals

A full price list is available on application to:—

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ROTER contains
NO NARCOTICS
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ROTER *for the treatment of*
PEPTIC ULCER
and GASTRITIS

In cases of chronic gastric and duodenal ulcer, it often happens that a course of Roter tablets obviates the need for surgical measures or hospitalisation. Roter therapy can also be successfully applied to gastritis and minor stomach disorders.

Roter tablets are constantly advertised to the medical profession, and prescribing is rapidly increasing. Supplies are obtainable from your usual wholesaler.

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Do not
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Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

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For acidosis...
recommend
Rayner's
Lembar
all the year
hot or cold



Lemons
Glucose
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New, Softer Better Plastic

Best for Baby—

Best for you!

KUMFY-KIDDY BABY PANTS

A new top quality plastic material has become available, softer more pliable and harder-wearing. Following our policy of only using the finest materials obtainable, this is now used for all our plastic baby pants at no extra charge.

Also available: Nylon Film pants and covered pants in rayon tricot and nylon.

Waterproof and washable they carry the famous Lux Washability Certificate. Non-toxic and hygienic, they do not become 'tacky' when warm nor stiff and uncomfortable in cold weather.

All our pants are fully guaranteed—packed in hygienic transparent envelopes with a ready sales appeal in counter display cartons.

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An hygienic and intensely practical development, these sleeve feeders give complete protection to baby's clothes. Printed in plastic in attractive designs. Packed in display cartons containing twelve feeders.

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Samples of the latest range of children's aprons are now in the hands of our representatives for you to see. This range includes Walt Disney's Mickey Mouse, Muffin the Mule, Prudence Kitten and, for the first time, the popular *Daily Mail* character Teddy Tail.

Also included in the KUMFY-KIDDY range are COT SHEETS and BIBS.

KUMFY KIDDY WEAR

Best for Baby!

KUMFY-KIDDY WEAR IS OBTAINABLE ONLY THROUGH WHOLESALERS.

J. W. S. HISLOP LTD · 50-52 FORE STREET · EDMONTON · LONDON, N.18

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EXTENSIVELY ADVERTISED IN FOREMOST WOMENS PAPERS

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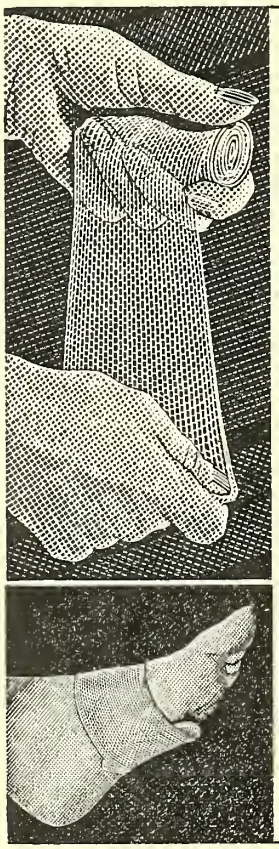


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Perfumed Disinfectant

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When they ask for 'elastic net' they mean LASTONET

ELASTIC NET BANDAGE *Supplied with ordinary National Health prescription.* The fine Lastonet elastic net provides firm, constant support without restricting movement.

METATARSAL PAD Chamois covered foam rubber pad with band of Lastonet. Exerts corrective influence to relieve arch strain and tired feet.

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FINGER STALLS Require no strap or binding. In five sizes.

ADJUSTABLE BRACE ATTACHMENT Elastic. For male wearers of surgical stockings.

Liberal discount to all stockists

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PRODUCTS LIMITED
CARN BREA, REDRUTH, CORNWALL

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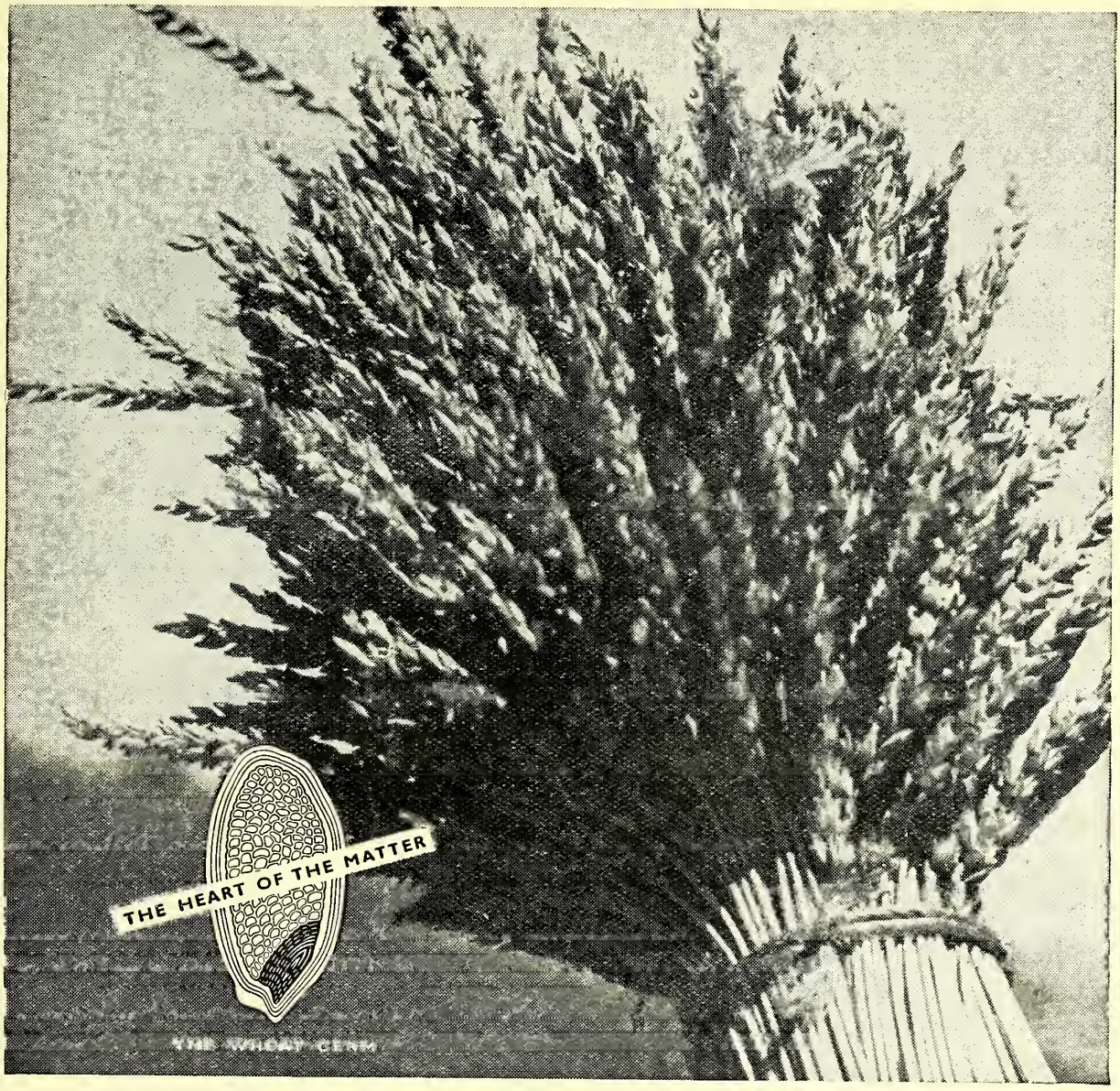
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PASTILLES AND LOZENGES

are always available in ample supply.

GIBSON'S SUPER QUALITY
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GIBSON'S CHOCOLATE WORM CAKES
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BEMAX

Stabilized Wheat Germ

PLAIN AND CHOCOLATE-FLAVOURED

Exceptionally rich in B complex vitamins, protein and iron, BEMAX is a natural dietary supplement of wide application for patients of all ages.

	Dozen	*Quantity Terms*
1/9 carton at	**16/6**	**16/- dozen**
3/- ,, ,,	**28/6**	**27/3 ,,**
5/6 ,, ,,	**52/6**	**50/- ,,**

Quantity terms available on minimum orders of 3 dozen × 3/- or the equivalent in the 1/9 and 5/6 sizes (1 × 3/- = 2 × 1/9 = ½ × 5/6).

PREGNAVITE *during pregnancy*

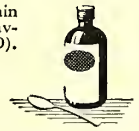
to meet the special nutritional demands of pregnancy, adequate vitamin-mineral intake is ensured by routine treatment with PREGNAVITE.



Prices	RETAIL	CHEMISTS
60	4/1	33/4 per doz.
120	7/4	59/10 ,, ,,
1,000	48/-	32/9 each

VITAVEL SYRUP *for the child*

no lack of co-operation when vitamin supplementation has the delicious flavour of VITAVEL SYRUP. (A, B_1, C and D).



PACK	RETAIL	CHEMISTS
6 fl. ozs.	3/9	**2/6**
40 fl. ozs.	24/-	**16/-**

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TABLETS AND TOYS . . .



But there is something in common between the vinyl plastic doll and tablets, for both contain Sturge Precipitated Calcium Carbonate. This fine chemical, made under controlled conditions from specially-selected limestone, is supplied in twenty-four coated and uncoated grades to suit a variety of industrial and pharmaceutical purposes. Choose the grade that best suits your product—you can be certain of the highest purity and uniformity. *Write for STURGE Technical Leaflets describing the grades of Precipitated Calcium Carbonate.*

STURGE P.C.C. FOR:

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STURGE ***PRECIPITATED CALCIUM CARBONATE***

Manufacturers of fine chemicals since 1823

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T.&PCC9

The treatment for Dandruff and Seborrhoeic Dermatitis..

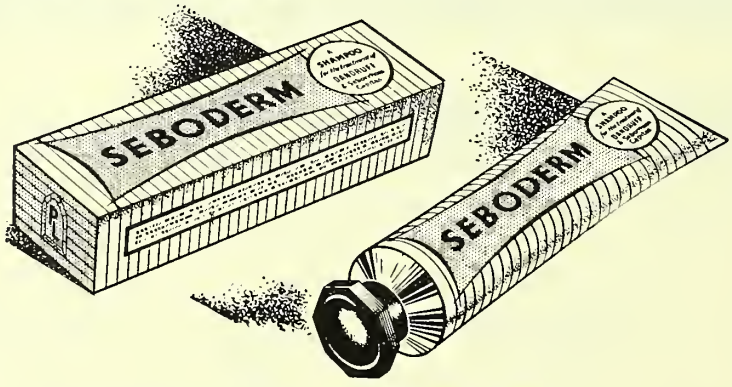
SEBODERM

CETRIMIDE CREAM SHAMPOO

★ Prepared specifically for care of the scalp and hair.

★ Most effective in treatment of simple Dandruff and Seborrhoeic Dermatitis.

★ The Shampoo is pleasant to use.



SEBODERM in ¾-oz. tubes, Retail Price 2s. 4d. each inc. P. Tax.

To PHARMACISTS—33⅓ per cent. PLUS bonus 1 free tube per dozen.

PRIORY LABORATORIES LTD., Pyramid Works, West Drayton, Middlesex

PL TRADE MARK

THE BARTLETT



Beauty editresses say it

Modern cosmetics can work miracles. There's a Lip Pencil that's just wonderful in building a prettier mouth—and it costs only a shilling! The pencil creates a firm outline, easy to fill in with colour to a lovelier shape.

Beauty Editress, Woman's Journal

The Lip Pencil—an easy-to-use cosmetic-crayon encased in wood that you can chip away just like an ordinary pencil. Painting a pretty mouth is as simple as writing your name. The Pencil comes in three colours and costs only 1s.

Helen Hugh, Daily Mirrar.

How to get a firm, unsmudged lipstick edge. There's now a lip pencil, specially for pencilling in the outline. Shape your lips, then fill in with your favourite lipstick. The pencil comes in Light, Medium and Dark to blend with most lipstick shades. And costs? Only 1s.

Nan Playfair
Weldan's Hame Journal

Another find for those who cannot easily get a clean-cut outline to the lips is a beautifully soft lip pencil (Bartlett's) price 1s. It is made in Light, Medium and Dark shades which blend imperceptibly with all the most popular lipstick colours.

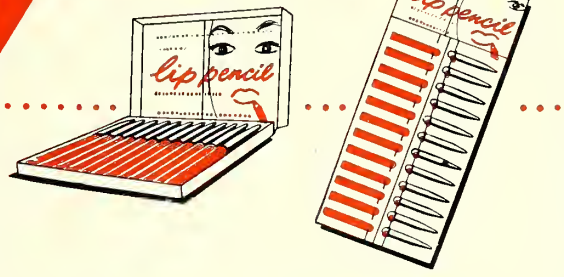
Anne Seymour,
Woman and Beauty

Putting on lipstick isn't as easy as it sounds, particularly if you haven't a very steady hand. There are, however, special lip pencils which help a lot when it comes to tracing a firm outline. You can get them in three shades, "Light," "Medium" and "Dark" to harmonize with your ordinary lipsticks. Each pencil costs a shilling.

Mary Moore, Woman's Illustrated

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Sales will prove it!!



It's new—it's a best seller—it's a big Profit spinner!

In attractive display boxes and smart counter cards—an irresistible lure to beauty-conscious women everywhere.

STOCK IT AND SEE HOW IT SELLS! PRICE 1/-

BARTLETT'S LIP PENCIL

a pure cosmetic in 3 shades light, medium and dark.

All wholesale enquiries to:

ALFRED FRANKS AND BARTLETT CO., LTD.

226/8 Grays Inn Road London, W.C.1 Phone: TERminus 9865/8


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DUNLOP
LIGHT

Biggest national advertising for house gloves by Dunlop

★ **Starting early October and spreading far and wide!**

★ **Appearing regularly in 17 of the leading women's papers!**

★ **Reaching — again and again — over 17,000,000 women with *your* customers amongst them!**

★ **Helping you to extra profit from a complete range of Dunlop House Gloves.**

• • house gloves BY Dunlop

The range comprises:
shaped-finger style, rough or smooth surface, retailing at 3/11; straight-finger style, rough or smooth surface, retailing at 3/6. All gloves in sizes 6½-9.

Here's a great chance to stock a new fast-moving line.
Early ordering is advised. DO IT NOW!
Dunlop Gloves are available from your usual wholesaler.



looking for increased output?

If you, like so many manufacturers today, are limited in your production capacity, let us help you step up your output in our own modern plant. Our complete trade processing service includes formulation, compounding, tabletting, analytical control and packing for pharmaceutical, proprietary and toilet preparations, etc. We can manufacture exactly to your specifications and always in the strictest confidence. If you have a production problem, discuss it with us — we probably have the answer.

Write, 'phone or wire us your requirements:

HARKER STAGG LIMITED

LONDON, E.1.

Telephone: STEPNEY GREEN 2022 *Telegrams:* GALENICALS, EASPHONE LONDON.



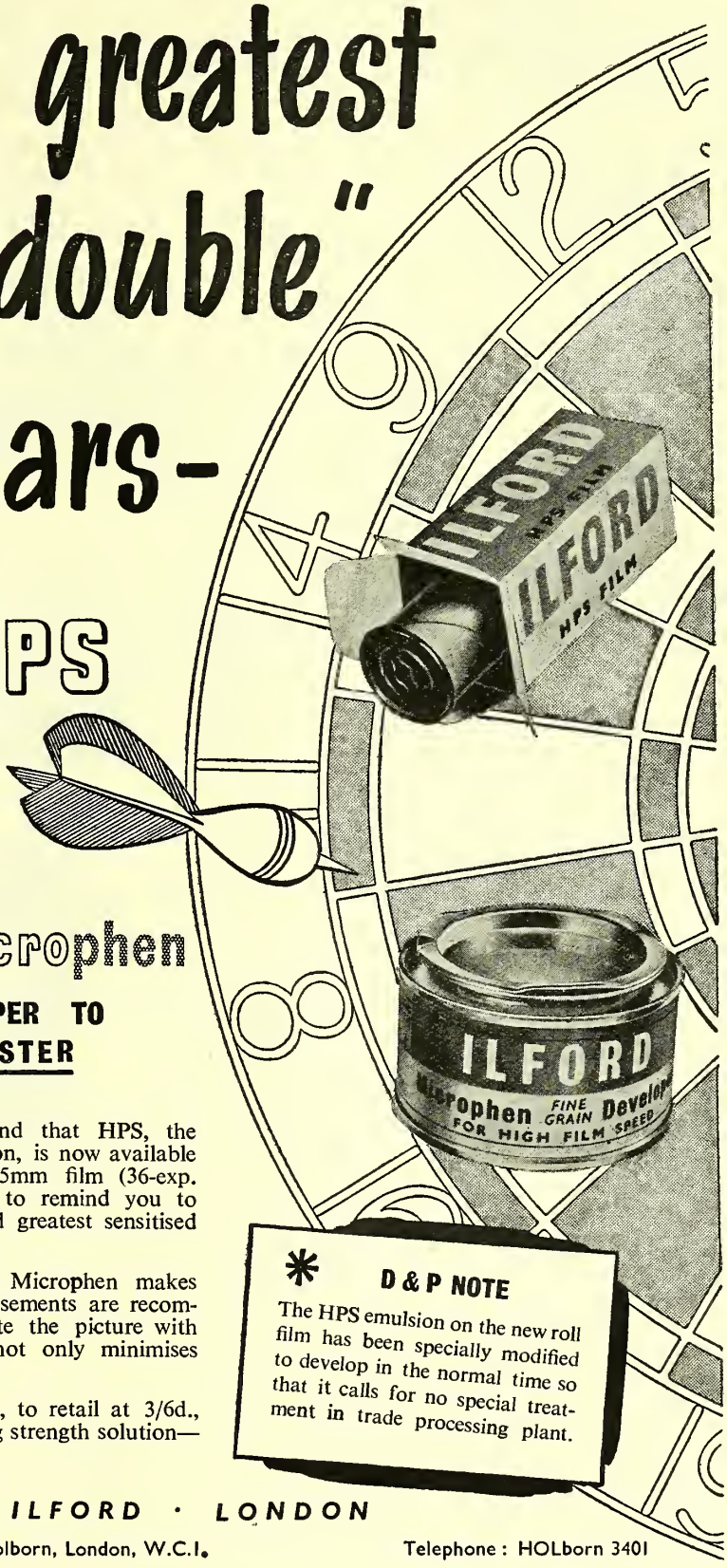
SPECIALLY FOR DIABETICS

and those who should reduce their weight



ROSE'S DIABETIC LIME JUICE..... *per bottle* **3/6d.**
ROSE'S DIABETIC FRUIT SQUASHES (*Orange or Lemon*)..... *per bottle* **3/-**
ROSE'S SUGAR-FREE LIME MARMALADE..... *per jar* **4/-**

The greatest "selling double" in years-



ILFORD HPS

THE WORLD'S FASTEST ROLL AND 35mm FILMS

ILFORD microphen

THE FINE GRAIN DEVELOPER TO MAKE THEM EVEN FASTER

The big news is getting around that HPS, the phenomenally fast Ilford emulsion, is now available as roll film (120 size) and 35mm film (36-exp. standard cassettes). No need to remind you to lay in stocks of this latest and greatest sensitised material.

And don't forget that Ilford Microphen makes HPS still faster! Special advertisements are recommending HPS users to complete the picture with this amazing developer which not only minimises grain but increases film speed!

Popular-size tins of Microphen, to retail at 3/6d., make 600 c.c. (21 oz.) of working strength solution—enough to develop five films.

*** D & P NOTE**

The HPS emulsion on the new roll film has been specially modified to develop in the normal time so that it calls for no special treatment in trade processing plant.

ILFORD LIMITED · ILFORD · LONDON

Trade Showroom: 106/107, High Holborn, London, W.C.1. Telephone: HOLborn 3401

"RELIANCE" NATURAL SPONGES



REQUESTED EVERYWHERE —naturally

More and more people are realising that no substitute can equal the qualities of a

NATURAL DEEP SEA SPONGE

Natural deep sea sponges are softer, kinder to the skin, hygienic and hold three times more water than any substitute. More and more of your customers are realising this every day. That is why to display natural sponges is to SELL THEM!
Cresswell's have been in the Sponge Trade for more than 150 years, and as the largest bulk buyers of Natural Sea Sponges Cresswell's get THE BEST WHEN THE SPONGE CROP IS FISHED.

Please write for price lists and details—or for our representative to call.

National Pharmacy Exhibition
September 19 - 22
STAND No. 20.B.

CRESSWELL BROS. SPONGES

(World Natural Sponge Suppliers Ltd.)

LARGEST PROCESSORS AND STOCKISTS OF NATURAL SEA SPONGES IN THE WORLD

RELIANCE HOUSE, COPPERMILL LANE PLOUGH LANE, TOOTING, LONDON, S.W.17

Telephone: WIMbledon 8686/7 Telegroms: Sponge, London, S.W.17

"ZORBO" (REG'D)

Superfine Cotton Wool

This is a very old Trade Mark of ours and a product for many years in use by the Medical Profession and all those requiring a First Class Superfine Cotton Wool. Now packed in attractive white Cartons in various sizes and would be readily acceptable to your more exacting customers.

●

Of course this is just one of our Manufactures. We also supply in Cartons all BPC Dressings in Cotton Wool, Lint and Gauze.

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Our Products are obtainable from Wholesalers, but should you have difficulty a line to us will have prompt attention.

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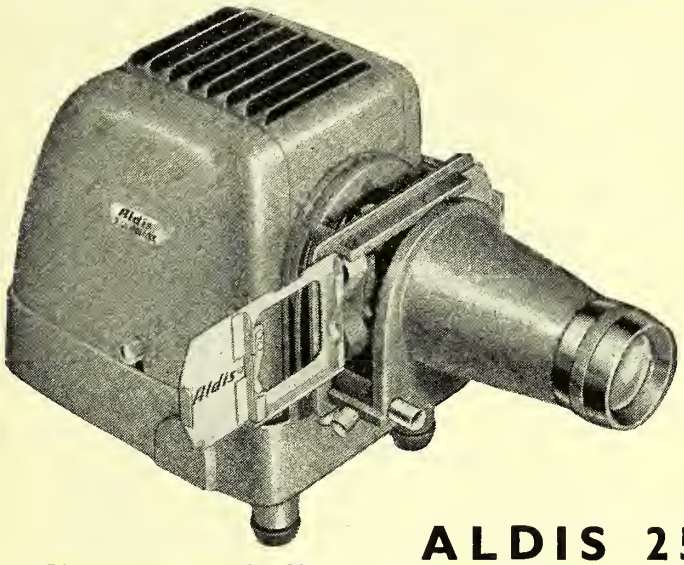
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IN THE GREATER LONDON AREA

A comprehensive service for the Hospital Pharmacist

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Wholesale and Manufacturing Chemists
47-51 EXMOUTH STREET, ROSEBERY AVENUE, LONDON, E.C
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THE WORLD'S FINEST PROJECTORS FOR COLOUR PHOTOGRAPHY



The name Aldis is the registered trade mark (No. 696376) of Aldis Bros., Ltd., Birmingham.

THESE TWO PROJECTORS represent remarkable value: they incorporate many of the outstanding features that have made Aldis the world's finest projectors, yet they are priced within the reach of everyone.

They give ample illumination for the projection of 35 mm. colour transparencies (2in. × 2in. slides), and can also be used for the viewing of film strips by means of the special carrier, which is instantly interchangeable with the slide carrier supplied with the projector.

Film strip carrier £3 10 0

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Complete with extra-hard coated 4 in. f/3.2 Petzval lens and 2 in. x 2 in. slide carrier.

250 w. Lamp (all voltages), £1/3-. **£16.16.0**

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Southalls *now introduce*

WHITE LILAC

'White Lilac', newest name in the Southalls range, replaces Celtex. Completely modernised, everything about this all-white *soluble* santowel is designed for maximum comfort. Softest non-stretch rayon cover. Pure, highly absorbent pad. Flexible rounded ends. Perfectly smoothed sides. Everything about 'White Lilac' ensures complete comfort and complete concealment. Yet, with all these improvements, the price remains the same. Still only 1/9d. Which is why it will sell and sell and sell again. You'll see.

NEW COMFORT.

RECOMMEND IT CONFIDENTLY

In 3 sizes : Standard, 1/9, also Standard in pkts. of ½ doz. 11d. Size 1, 2/- : Size 2, 2/3 in pkts. of 1 doz.

Southalls (BIRMINGHAM) LTD., CHARFORD MILLS, SALTLEY, BIRMINGHAM 8

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Vocalzone REG.

THROAT PASTILLES

is being continued this winter. The demand for Caruso's own Throat Remedy is steadily increasing.

Retail
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per tin
Supplied in Display Cartons

Obtainable from your usual supplier or direct from
VOCALZONE LTD.
120 MOORGATE, LONDON, E.C.2

'SURCO'

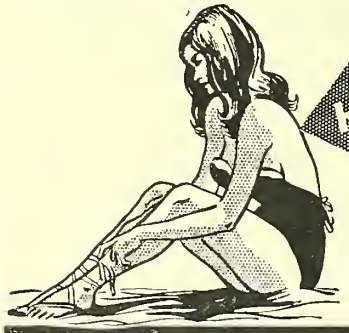
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TWO-WAY STRETCH.
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Over 60 years' service of everything surgical

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Why is Calsol Milk a best seller? because it doesn't solidify, doesn't separate— keeps its satin-smooth creaminess on the beach, in the home—and on your shelves!

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CALSOL MILK made by **JEFFREYS MILLER & COMPANY LIMITED.**
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Distilled in Australia by the largest distillers and refiners of Eucalyptus Oils in the world.—W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA

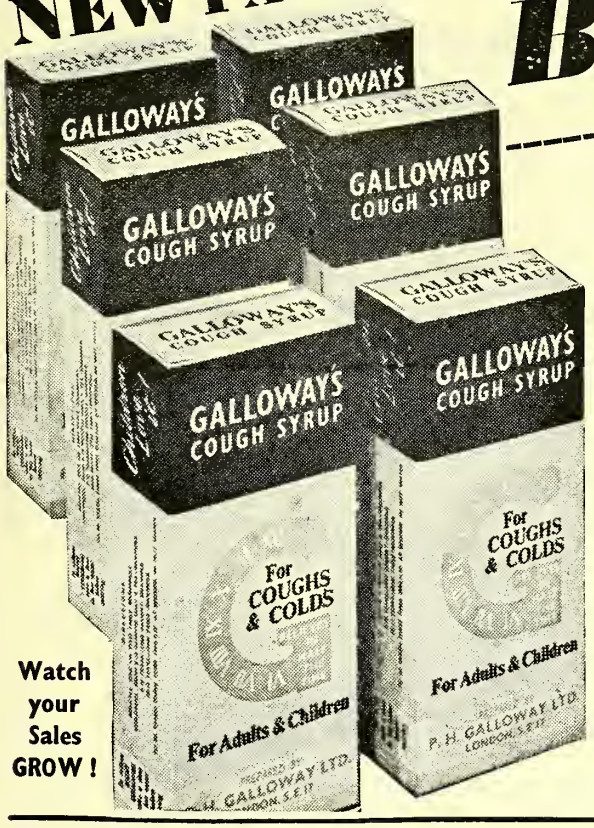
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Watch your Sales GROW !

Here's news ! The old familiar family remedy in a bright, colourful new pack. Just the thing for effective window and counter display to increase your sales. NEWS too, about the BIG winter season's sales drive. A very extensive national and local advertising campaign has commenced which will put GALLOWAY'S right in the forefront this winter.

PRICES: **1/3, 2/-** and **3/6.**

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Something they can trust

The public likes something reliable, something with dependable high quality. A faithful following is the public's response to trustworthy products that give real satisfaction. Such is the popularity of

CUTICURA SOAP
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CUTICURA TALCUM POWDER
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There is a growing circle of discriminating people who appreciate high quality and insist on these soothing, protective, fragrant, mildly medicated Preparations, for care of the skin. Just display one each of these eye-catching firm family favourites in your attractive window, and make sure this steady all-the-year-round business comes your way.

CUTICURA SOAPS, OINTMENTS AND SHAVING STICKS HAVE ALWAYS CONTAINED CHLOROPHYLL

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IPECAC
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and all other Botanicals, Gums, Waxes, Essential Oils and Spices

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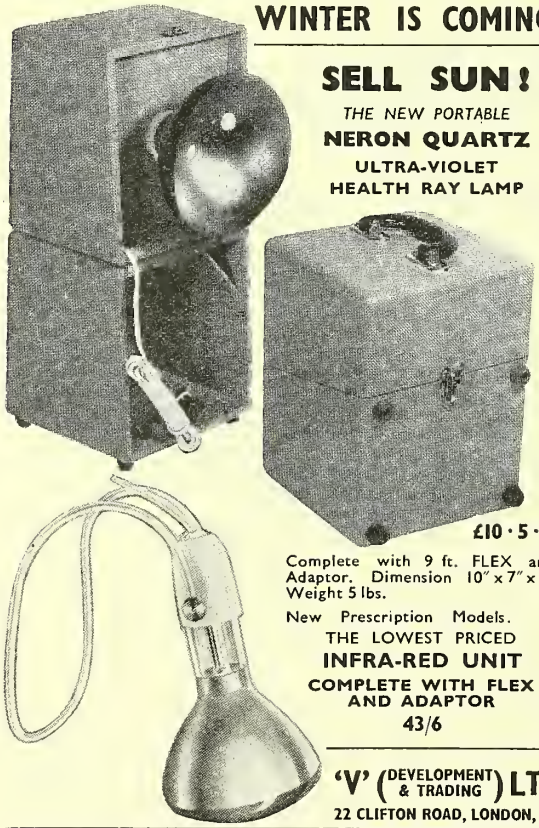
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WINTER IS COMING!



SELL SUN!
THE NEW PORTABLE
NERON QUARTZ
ULTRA-VIOLET
HEALTH RAY LAMP

£10 · 5 · 0

Complete with 9 ft. FLEX and Adaptor. Dimension 10" x 7" x 7" Weight 5 lbs.

New Prescription Models.
THE LOWEST PRICED
INFRA-RED UNIT
COMPLETE WITH FLEX AND ADAPTOR
43/6

'V' (DEVELOPMENT & TRADING) LTD.
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SURE-SELLING STOCK!
OVER 150 YEARS REPUTATION
KEARSLEY'S
THE ORIGINAL
WIDOW WELCH'S FEMALE PILLS

Over 10d BOX PROFIT by ordering 1 dozen 4/1 size. Bonus given on every dozen (13) It pays to push this size.

Established 1787 In the Reign of King George III

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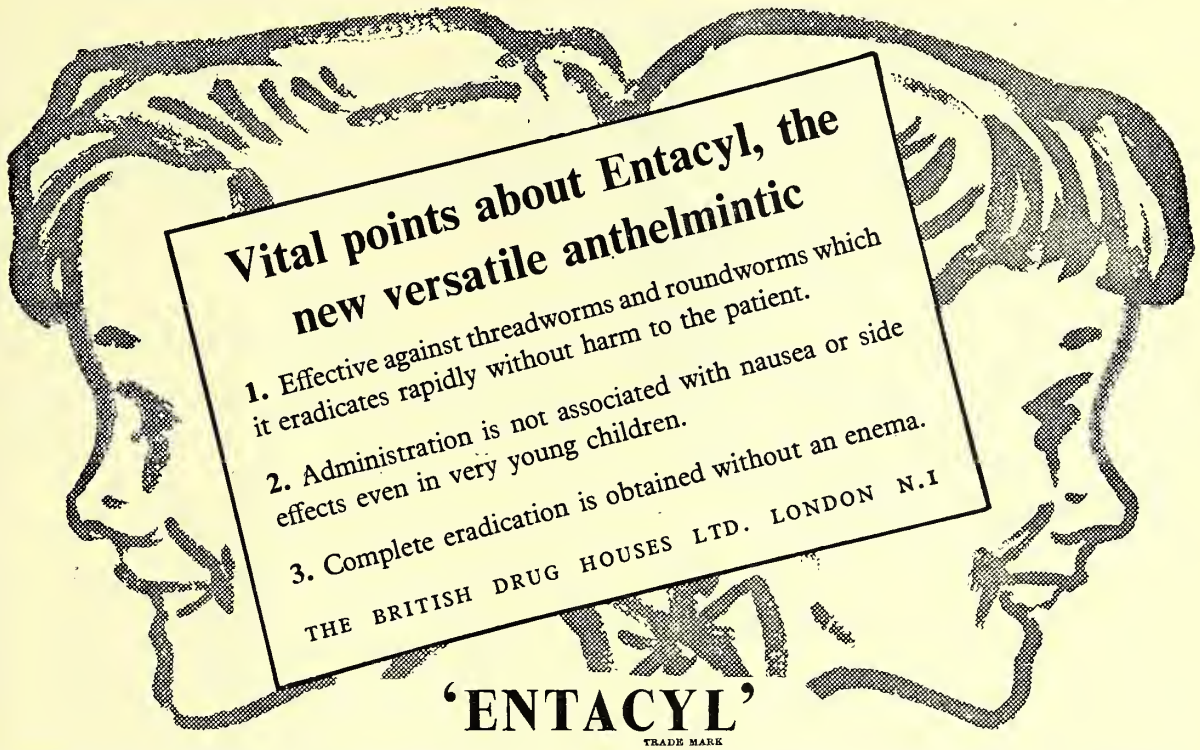


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The leading Wholesale House in Imitation Jewellery. Over 3,000 lines. Sample parcels from £5-0-0 by C.O.D. post or approved references.

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'ENTACYL'
TRADE MARK

TABLETS OF PIPERAZINE ADIPATE 300 mg. (BRIT. PAT. APPN. NO. 29123/53)					SUSPENSION 300 mg. PIPERAZINE ADIPATE in each half-teaspoonful		
Bottles of 25 tablets	TRADE	3/-	RETAIL	4/6			
" " 100 "	"	10/-	"	15/-			
" " 500 "	"	42/-	"	63/-	Bottle of 8 fl. oz. (225 ml.)	TRADE 12/-	RETAIL 18/-

---

Lemskin is now made and sold by GRIFFITHS HUGHES

NEW Formula!
NEW Pack!
NEW Price!



NOW—LEMSKIN Contains *real* lemon juice and Glycerine

Lemskin is now being made to an entirely new formula ; and is being marketed in a striking new pack.

Large size 11/2 per doz; plus tax 75%
Retail price 2/-

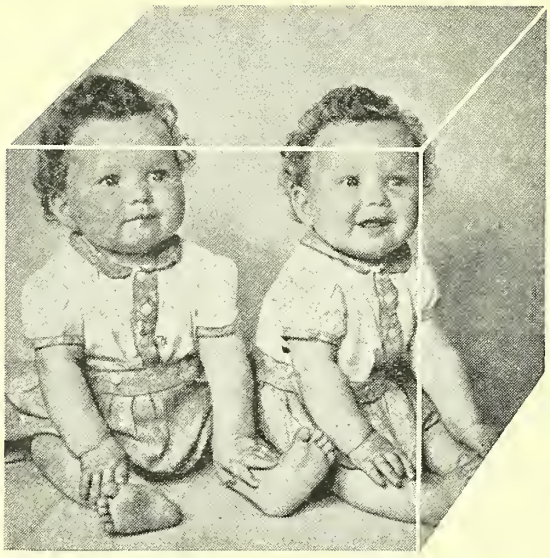
NATIONAL ADVERTISING

National advertising for New Lemskin will start in October. Advertisements will appear regularly throughout the Winter in weekly and monthly magazines and in most of the women's papers

ORDER YOUR STOCKS NOW!

★ LEMSKIN is now manufactured and marketed by:

E. GRIFFITHS HUGHES LTD, P.O. BOX 407, MANCHESTER



The chubby Long twins of Rectory Farm Cottage, Worton, nr. Oxford, were weaned on Bovril Brand Weaning Food

Babies like these are increasing your sales

BABIES who have Bovril Brand Weaning Food once, want it again. Doctors and clinics recommend it too. No wonder there's a steady increase in sales of this wonderful new Weaning Food. Its makers are constantly receiving enthusiastic letters from mothers who are using it.

More reasons why the demand grows for Bovril Brand Weaning Food

- *A purée for Baby can be made in one minute*
- *It is bland, nourishing and easily digested*
- *There's no possibility of food-infection*
- *It is backed by large scale, large space national advertising*

Four varieties

MIXED VEGETABLE · SPRING CABBAGE
CARROT · TOMATO



For full particulars of trade terms please write to :
BOVRIL LIMITED, OLD STREET, LONDON, E.C.1.

General Medical Council

ADDENDUM 1955

to the

BRITISH PHARMACOPŒIA 1953

Publication date, October 3, 1955
Official from March 1, 1956

The Addendum contains amendments to the British Pharmacopœia 1953, and 56 new monographs on drugs, injections and tablets, including antibiotic, anthelmintic, antimalarial and anticoagulant substances, insulin zinc suspensions and other hormone preparations. Details are given of new tests for pyrogens and the disintegration of tablets.

Pages xvii + 94 Price 21s. net

Postage, inland and abroad, 1s.

★

BRITISH PHARMACOPŒIA 1953

Pages xxiv + 894 Price 50s. net

Postage 1s. 3d. inland, 2s. abroad

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Published for the
General Medical Council
by
THE PHARMACEUTICAL PRESS,
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When your advice is sought .....

for a family laxative.

Compounded from the natural extracts of senna and figs with which suitable aromatic carminatives are combined, 'California Syrup of Figs' acts by stimulating the colon and secures elimination without irritation, discomfort or subsequent fatigue.

'California Syrup of Figs' perfectly meets the need for a mildly acting yet efficacious laxative suitable for all members of the family.

'California Syrup of Figs' REGD.

The other Phillips' Proven Products are:—

'Milk of Magnesia' REGD.
Of unsurpassed efficacy in the treatment of a wide variety of conditions associated with gastric acid disturbances.

'Mil-Par' REGD.
A genuinely mild evacuant ideally suited for administration to young infants, the enfeebled, sick or elderly.

'Milk of Magnesia' Tablets REGD.
Particularly valuable to the chronic or casual sufferer from dyspepsia and acid indigestion. Pleasantly mint flavoured.

Phillips' *Dental Magnesia* **Toothpaste** REGD.
A dentifrice of proved efficacy in keeping the teeth scrupulously clean. Contains 'Milk of Magnesia' to neutralize harmful mouth acids.

THE CHAS. H. PHILLIPS CHEMICAL CO. LTD., 179 ACTON VALE, LONDON, W.3.

Packed for sales!

COMPAK'D FOR MOTHER'S CONVENIENCE



Maw's BABY WOOL

The super soft cotton wool attractively packed in this distinctive way . . . the new quick seller in the baby market!

OVER 14,000,000 WOMEN WILL SEE IT ADVERTISED IN THE LEADING WOMEN'S NATIONAL MAGAZINES

SOLD THROUGH CHEMISTS ONLY

1/- RETAIL PER BOX FULL PROFIT MARGIN
PLUS EXTRA PARCEL DISCOUNTS

S Maw Son and Sons Limited Barnet England



Have you seen THIS

new beautifully designed show card size 23" x 17½" in 6 bright colours?

Supplied with two side panels each 17"x10½" the whole making an attractive window display, or can be used separately as counter show cards.

NOW IS THE TIME

to make a window display and ensure a steady flow of repeat orders for

"AUTUMN SUN,"

the Malt and Oil with the taking flavour.

The complete set is FREE; ask our representative or write direct, sent post free.

EDME LIMITED

IMPERIAL HOUSE
84-86, REGENT STREET, LONDON, W.1
Works: Mistley, Essex.

FINE CHEMICALS AND DRUGS

The following are a selection from the large range of fine chemicals and drugs we supply:—

ADRENALINE	BARBITURATES
BENZOCAINE	CARMINE
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HORMONES	PANCREATIN
PAPAIN	PAPAVERINE
PEPSIN	PHENAZONE
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MEDICAL AND VETERINARY SPECIALITIES

"KADAMYSIN" (In boxes of 10 x ml. ampoules) for bronchial asthma.

"DAGALAN" Ointment and Suppositories (Boxes of 10) for haemorrhoids.

"CHINOSOL" Brand Antiseptic in powder and tablet form.

"DEVATOL-A" Tablets—an invigorator tonic for all domestic animals.

ESSENTIAL OILS

ANISEED, BAY, CAJUPUT, JUNIPER, PEPPERMINT, Etc., Etc.

DEGA BRAND SPECIALITIES

TERPENELESS OILS, PERFUME CONCENTRATES. (We manufacture a wide range of floral and speciality type bouquets for all classes of trade.)

DEGA BRAND

CHAS. ZIMMERMANN & CO. LTD.

DEGA WORKS · WALMGATE ROAD · PERIVALE · GREENFORD · MIDDX.

So much more than 'the mixture as before'!



Deep penetrating ASIMILON— and powerful, persuasive ADVERTISING— gives Zubes Cough Mixture something the others haven't got!

Zubes Cough Mixture is going from strength to strength. Last year sales climbed to even greater heights. This year, backed by powerful sustained advertising throughout the country, it's destined to create a still greater impression on the rich market for whole-family cough remedies. No chemist can afford to miss this great opportunity for profit. Stock up to the limit with Zubes Cough Mixture. Do it now — the demand will more than repay your confidence.

ZUBES COUGH MIXTURE
advertising gets across to more than 32,000,000 adults, the readers of:

Daily Express	Sunday Dispatch
Daily Mirror	Empire News
Sunday Express	News of the World
The People	Woman's Own
Sunday Pictorial	Reveille

And an impressive list of provincial newspapers

ZUBES COUGH MIXTURE

F. W. HAMPSHIRE & CO. LIMITED · SUNNYDALE · DERBY

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS
Supplement
28 ESSEX STREET, STRAND, LONDON, W.C.2

ORRIDGE & COMPANY 184 STRAND, W.C.2
Tel.: TEMple Bar 9212/3 & 6340
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BRANCHES: BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF
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RIGHT IN THE CENTRE !

at One-Sixth the Rent !

You can rent a shop in a busy arcade in Exeter's main street at rental from £125 per year Ex. Ideal for Chemist.

Write for details to Owner, P.O. Box 20, Bournemouth. C 2842

WELHAM GREEN, Nr. HATFIELD. Excellent opening for chemist in new shops, with flats over, being erected in rapidly expanding neighbourhood. Other sites also available. For particulars apply to C. F. Day, Ltd., 705 High Road, North Finchley, N.12. Tel.: Hillside 3611/2. C 2824

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WELL-APPOINTED two-storey factory premises required London area with offices above ground floor. Drive in and covered or uncovered space between 7,000 and 10,000 square feet. Replies to Box 274, R. Anderson & Co., 14 William IV Street, W.C.2. C 9158

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EDINBURGH. Old established. Main thoroughfare. Working class. Capable of development. Good reasons for disposal. Box C 9156.

NORTHERN IRELAND. Established and growing business for sale with modern and well stocked shop. Particulars to principals only from Box C 2877.

OPPORTUNITY TO ACQUIRE attractive pharmacy in South-east London, with useful living accommodation, for £1,000 plus stock at valuation. Part of purchase price might be left over in the case of a suitable applicant. Unusual opening for pharmacist with limited capital. Please contact personally, Mr. S. Mansell, 310/312 New Cross Road, S.E.14. Tel.: Tideway 2002 for details. C 9127

APPOINTMENTS

18/- per half inch (min.) and pro rata. Box 2/-

BOTLEYS PARK HOSPITAL, CHERTSEY, SURREY

Pharmacist

Applications are invited for the above appointment. Salary £500 by £25 to £575 x £30 to £725 p.a. Accommodation can be offered to single ladies. Apply giving age, experience, qualifications and names of two referees to Physician Superintendent. C 9131

BOTLEYS PARK HOSPITAL, CHERTSEY, SURREY

Assistant in Dispensing

Applications are invited for the above appointment. Accommodation can be offered to single ladies. Apply giving age, experience, qualifications and names of two referees to: Physician Superintendent. C 9132

CRUMPSALL HOSPITAL, MANCHESTER, 8

Assistant Pharmacist

A vacancy exists for an assistant pharmacist. Please apply by letter to the Hospital Administrator as soon as possible. C 9077

CRUMPSALL HOSPITAL, MANCHESTER, 8

Locum Pharmacist

A vacancy exists for a locum pharmacist. Salary £16 16s. per week. Please apply by letter to the Hospital Administrator as soon as possible. C 9076

GENERAL HOSPITAL, NOTTINGHAM

Deputy Chief Pharmacist (Category 5)

required at the above Hospital. Salry £675 rising to £925 per annum. Conditions of Service in accordance with Whitley Council Agreement. Applications stating age, qualifications and experience with names of three referees to be sent to the Group Secretary not later than September 30. C 9151

GENERAL HOSPITAL, NOTTINGHAM

Chief Pharmacist (Category 5)

The post of Chief Pharmacist at the above Hospital is shortly to become vacant. Salary £835 rising to £1,200 per annum. Applications are invited from suitably qualified Pharmacists which should state age, qualifications and experience, together with names and addresses of three referees. Conditions of service in accordance with Whitley Council Agreement. Applications should be received not later than September 30, addressed to the Group Secretary. C 9152

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Pharmacist

Applications invited for the post of Pharmacist at the above General Teaching Hospital (Category V). Post offers wide variety of experience. Salary scale £500-£725 p.a., plus London Weighting. Higher qualification allowance and other terms and conditions in accordance with the Pharmaceutical Whitley Council.
Applications stating age, qualifications, experience, names and addresses of two referees to Secretary. C 9111

GUY'S HOSPITAL, S.E.1

Technician/Assistant-in-Dispensing

Applications are invited for the post of Technician (male) in the pharmaceutical manufacturing laboratory at this hospital. Previous experience an advantage but not essential. Salary on the Whitley Council scale for Assistants-in-Dispensing according to age and experience, £140 (age 16), £335 (age 22), to £435, plus London weighting. Applications, with full details, to Chief Pharmacist, Guy's Hospital, London, S.E.1. C 9154

ILFORD AND BARKING GROUP HOSPITAL MANAGEMENT COMMITTEE

Chief Pharmacist

Applications are invited for the post of Chief Pharmacist to work at four Hospitals within the group. Ability to drive a car an advantage. Mileage allowance payable. Salary (Category III) and Conditions of service as laid down by the Whitley Council. Applications together with the names and addresses of two referees should be sent within fourteen days of the appearance of this advertisement to the undersigned.

H. F. HARRIS,
Group Secretary,
King George Hospital,
Ilford. C 9130

MILLER GENERAL HOSPITAL, GREENWICH, S.E.10

Locum Pharmacist

required for period September 29 to October 22. Salary 15-16 guineas weekly according to experience. Apply Chief Pharmacist at Hospital. Tel.: Tid. 1136. C 9153

NORTH-WEST DURHAM HOSPITAL MANAGEMENT COMMITTEE, SHOTLEY BRIDGE GENERAL HOSPITAL, co. DURHAM

Pharmacist

Applications are invited from registered pharmacists for the above appointment. Department equipped with facilities for manufacturing and sterile work. Salary £500 by annual increments to £725. Whitley Council conditions.
Applications giving details of age, qualifications and experience together with names of two referees to the Group Secretary, Shotley Bridge General Hospital, Shotley Bridge, Consett, co. Durham, immediately. C 9155

ST. GEORGE'S HOSPITAL, HYDE PARK CORNER, LONDON, S.W.1

Pharmacist

required for this teaching hospital. Salary in accordance with Whitley Council Scale. Applications to Chief Pharmacist. C 9120

'UNISEC' from the Single Unit to the Complete Pharmacy
WRITE FOR YOUR COPY OF THE STANDARD REFERENCE OF PHARMACY FITTING
MYERS of OLD ST.
133/5 & 141/7 OLD STREET, LONDON, E.C.1

EST. 1883 RIS. 1941
C. Ribbands & Sons
The Complete Pharmacy Fitters
Shopfronts and Interiors
3 RAVEY ST., BISHOPSGATE, LONDON. E.C.2.

Appointments—Continued

PINDERFIELDS GENERAL HOSPITAL, WAKEFIELD

Dispensing Assistant

Applications invited from candidates holding Certificate of "Society of Apothecaries of London" or equivalent qualification for position of dispensing assistant. Salary scale at age 22 years or over, £335 x £10—£355 x £15—£430. Address applications giving full details and two names and addresses for reference to undersigned.

W. BOWRING,
Group Secretary.

Victoria Chambers,
Wood Street, Wakefield. C 9142

ST. GILES' HOSPITAL, CAMBERWELL, S.E.5

Assistant in Dispensing

required. Busy General hospital with pharmacy staff of six. Salary and conditions according to Whitley Council agreements. Apply giving age, details of qualifications (if any) and experience to the Group Secretary, Camberwell H.M.C., Dulwich Hospital, East Dulwich Grove, S.E.22, or inquiries to Chief Pharmacist, St. Giles' Hospital. C 9133

ST. NICHOLAS HOSPITAL, TEWSON ROAD, PLUMSTEAD, S.E.18

Assistant in Dispensing

Whitley Council salary scale and conditions of service. Apply to Group Secretary, Memorial Hospital, Woolwich, S.E.18. C 9141

ST. PETER'S HOSPITAL, CHERTSEY, SURREY (404 Beds)

Pharmacist

required. Salary £500-£700 p.a. according to experience. Whitley Council conditions. Accommodation available for single woman at £135 p.a. Applications stating age and experience with names of two referees to Hospital Secretary. C 9097

THE BETHLEM ROYAL HOSPITAL AND THE MAUDSLEY HOSPITAL

Senior Pharmacist

required at the Maudsley Hospital, Denmark Hill, S.E.5. The Hospital is a Psychiatric Teaching Hospital associated with the Institute of Psychiatry in the University of London. Salary scale as agreed by the Pharmaceutical Whitley Council rising to a maximum of £805 a year including London Weighting, £25 a year for higher qualifications allowed. Apply giving details of qualifications, experience and names of two referees to K. J. Johnson, House Governor and Secretary, Maudsley Hospital, Denmark Hill, S.E.5. C 9098

WEST MIDDLESEX HOSPITAL, ISLEWORTH (Category V)

Pharmacist

required. Salary scale £500 to £725 plus London Weighting. Higher qualification allowance £25 per annum. Whitley conditions applicable. Applications stating age, qualifications and experience with names of two referees to Chief Pharmacist. C 9089

THE LONDON HOSPITAL, WHITECHAPEL, E.1

Pharmacist

has vacancy for registered pharmacist. Salary £500 rising to £725 plus London Weighting according to previous experience and service. Dining room facilities available. Write Secretary. C 219

SITUATIONS VACANT

12/- for 36 words (min.) then 4d. per word. Box 2/-

The engagement of persons answering these advertisements must be made through a Local Office of the Ministry of Labour or a Scheduled Employment Agency if the applicant is a man aged 18-64 inclusive or a woman aged 18-59 inclusive unless he or she, or the employment, is excepted from the provisions of the Notification of Vacancies Order, 1952.

RETAIL (HOME)

ANNFIELD PLAIN CO-OPERATIVE SOCIETY, LTD. Wanted: Pharmacist (male or female) for branch shop at Langley Park. N.U.C.O. scale of wages (present scale £16 4s. weekly). Rented house available. Applications stating age and experience to be sent to the General Manager, Annfield Plain Co-operative Society, Ltd., P.O. Box No. 2, Front Street, Annfield Plain, Stanley, County Durham. C 2887

BIRMINGHAM (centre). Senior lady with executive and buying ability, to take an intelligent interest in the business, stock control, permanency, attractive salary to right person. Galloways, Photographic Chemists, Victoria Square. C 2912

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